

OVERSEAS NEWS

Speed Rhodesia talks - Nkomo

MR. JOSEUA NKOMO, co-leader of the Patriotic Front, yesterday called on Britain to restore momentum to the Lancaster House conference on Rhodesia.

Speaking yesterday morning before he and his fellow leader, Mr. Robert Mugabe, were invited to meet Lord Carrington at the Foreign Office, he said that Britain was responsible for "the waste of time this week."

British officials strongly denied the charge, and laid stress on Lord Carrington's desire to get on with the job. It was being pointed out that the bilateral meetings had done the necessary spadework, which would allow Britain to present a fuller constitutional document to the delegation leaders for consideration next week.

Backroom progress at Lancaster House

THOSE THINGS formally seen and heard about the Rhodesia talks by journalists and therefore their readers are inevitably only a part of the story. Officially the conference takes place only at Lancaster House.

The starting point for an appreciation of behind-the-scenes activity must be the Foreign Office team headed by Sir Anthony Duff, an urbane and highly skilled diplomat who is a former High Commissioner to Kenya, and a man who, remarkably, seems to have made no enemies among the rival Rhodesian delegations.

Iran's oil chief dismissed and may face treason trial

TEHRAN—Mr. Hassan Nazih, head of Iran's national oil company, was replaced by a Government Minister yesterday and ordered to report to the public prosecutor within 24 hours.

Dr. Mehdi Bazargan, the Prime Minister, announced that Mr. Ali Akbar Moinefar had been appointed to the new post of Oil Minister and would take Mr. Nazih's place as chairman of the board of governors of the National Iranian Oil Company.

Mr. Nazih has been resisting strong pressure to resign for the last week after fighting attempts by the Moslem clergy to purge the oil company's management. The charges which might be brought against him by the public prosecutor were not specified.

Israel Finance Minister 'to quit'

MR. SIMCHA ERILICH, Israel's Finance Minister, has apparently been persuaded to step aside in an attempt to stave off the collapse of the coalition government in face of the country's worsening economic problems.

Pressure has been building up for an early election as inflation soars towards 100 per cent and the gap in the balance of payments widens towards the largest deficit in the country's history.

In a speech broadcast yesterday, Ayatollah Khomeini said that Mr. Nazih had committed unspecified wrongs and would, God willing, stand trial.

Dr. Bazargan announced Mr. Moinefar's appointment as part of a Government reshuffle in which Dr. Mostafa Ali Chamran, Deputy Premier, was made Minister of Defence. General Taqi Riahi resigned as Defence Minister earlier this month.

Mr. Nazih had consistently refused to resign his post and commands the loyalty of the oil company's top management and key oilfield technicians.

Germany ready for EEC changes

WEST GERMANY believes a serious effort must be made to improve Britain's position with respect to its contribution to the European Community budget, according to officials in Bonn.

They also stress that if a solution is found, Britain must not insist on so great an immediate improvement that fulfilment would bring major internal political problems for other members, notably Germany and France.

The complaints of Britain and Italy that they are paying too much to the EEC are expected to be discussed by German and French leaders in two-day general consultations which start in Bonn on Monday.

Britain sending 'envoy' to Drogheda for Pope's visit

BY PAUL BETTS IN DUBLIN

A SENIOR British Government representative is expected to attend this afternoon a religious ceremony at the key venue of Pope John-Paul II's historic three-day visit to Ireland.

The Pope, who arrives here this morning, is expected to make a direct reference to Northern Ireland and appeal for peace and reconciliation in his homily.

Mr. Hugh Rossi, Minister of State, Northern Ireland Office, is understood to have accepted an invitation from the Irish Church hierarchy.

Considerable hope, and some measure of concern, hang over what the Pope will say in Drogheda. He is understood to have been under increasing pressure from his Vatican advisers to avoid saying anything which could be seen as controversial.

Mr. Jack Lynch, the Irish Prime Minister, and Mr. Michael O'Kennedy, Irish Foreign Minister, already appear to have set the lines on which they would like the Pope to speak on the Irish question.

The presence of a senior British official is generally regarded as an indication that the British Government, as indeed the Irish authorities and Irish Church leaders, consider that the Pope's visit could perhaps contribute in the long run towards reconciliation between the two communities in the north.

Unprecedented security arrangements are being taken, including collaboration between the Irish police and the Royal Ulster Constabulary—along the 250-mile border for the Pope's visit.

Security arrangements are understood to include a ban on air traffic over Irish air space during the visit. Three fully armed police helicopters—believed to be on loan from the West German police—will be escorting him during his visit.

Extreme precautions will be taken to protect the Pope, in view of his insistence on getting as close as possible to the crowds, which is likely to represent a major problem for the security forces.

IEA says Western nations will meet oil import goals

BY DAVID WHITE IN PARIS

OIL IMPORT targets set by the leading industrialised countries are low enough to avert a significant supply shortfall in 1985, according to estimates by the 20-nation International Energy Agency (IEA).

Dr. Ulf Lantze, the Agency's executive director, said here yesterday that IEA projections gave an excess demand of 0.5m barrels per day in six years' time, provided the targets set at June's Tokyo summit were achieved.

Turkish police chief killed by gunman

MR. CEVAT YURDAKUL, police chief of Adana, Turkey's fourth biggest city, was murdered three weeks ago as he was driving to work yesterday.

Mr. Yurdakul's car was sprayed by automatic gunfire from both sides of the street, just 100 yards from his residence.

A shopkeeper was killed by a stray bullet and Mr. Yurdakul's chauffeur, as well as his father-in-law who was riding into town with him, were seriously hurt.

Shell chemical men to return in Rotterdam

BY CHARLES BATCHELOR IN AMSTERDAM

CHEMICAL WORKERS on strike at Royal Dutch/Shell's Rotterdam refinery agreed yesterday to call off their action after the company ordered the gates to be forced open.

It will take up to ten days for the plant to be working normally again. Strikers at the Moerdijk chemical plant near Rotterdam decide today whether to end their action.

In all, 7,000 workers were affected by the closure but several thousand were opposed to a violent confrontation with the company.

Bigger deficit forecast for Japan

BY RICHARD C. HANSON IN TOKYO

JAPAN'S current account deficit will be far larger and will continue far longer than most forecasts have indicated according to a recent analysis by the Marubeni Corporation, a leading trading house.

Based on data extending through August, Marubeni, which last spring became the first to predict a deficit for the present fiscal year, calculates that the current account deficit will swell to \$10bn or more by next March, compared with \$1.7bn in 1978.

Marubeni expects that oil imports will be down slightly in volume to 272.8m kilolitres and notes that if imports surpass that figure the deficit would be even larger.

The deficit, which is forecast for the deficit, which is as high as most other Government and private forecasts published so far, on calculations which show exports growing only 5.7 per cent in value while imports rise 33.2 per cent.

Russia assumes no Soviet citizen will return home of his own free will

From Moscow, David Satter reports on defections

The crime that can only exist behind closed borders

DEFECTION IS probably the quintessential Soviet crime. Whenever prominent Soviet sportsmen and artists make the decision to defect, it has a disproportionate impact on their society, and only in a society like the Soviet Union could the crime exist at all.

The latest defections have been those of Oleg Protopopov and his wife, Lyudmilla Belousova, two figure skaters who are extremely well known here.

As a preliminary, but as a matter of course, people who are allowed to travel are carefully selected for visible career success, personal conformity and political reliability. Artists who may be called upon to perform abroad are kept under close surveillance inside the Soviet Union by officials of the Ministry of Culture and by the KGB through informers.

Unluckily, this may only encourage hypocrisy. Four of the five most recent defectors—the Kozlov, Mr. Protopopov and Miss Belousova—had given the impression of being active, enthusiastic Communists.

Anyone contemplating defection they post themselves, for example, at the front and rear of the group every time it enters a tour bus.



Lyudmilla Vlasova: Ballerina who went home

1974, tried and failed to join her husband through an escape arrangement with the pilot of a private plane.

officially approved Jewish settlement was recently in connection with the defections that the socialist and bourgeois worlds are markedly different and that no capitalist country can boast "the unity and complete identity of views" which exists in the Soviet Union.

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UK NEWS

Councils seek talks on housing transfers

BY ANDREW TAYLOR

THE Association of District Councils is to seek an urgent meeting with the Government to discuss the "financial implications" of the transfer of housing responsibilities from new town development corporations to local authorities.

West Lancashire authority has said the arrangements to cover the cost of design-defect repair work are totally inadequate. Unless these arrangements and general financial terms were improved, the authority would not accept the transfer of housing from Skelmersdale new town, said Mr. John Cowdall, the authority's chief executive.

Mr. Kenneth Palmer, chairman of the Association of District Councils new towns committee, said yesterday that the association would seek an urgent meeting with Government for clarification of the financial implications of the next round of housing transfers to local authorities.

Selective industrial aid in regions totals £124m

BY JOHN ELLIOTT, INDUSTRIAL EDITOR

SELECTIVE INDUSTRIAL aid in the regions totalled £124.3m in the year to last March, compared with £162.6m in the previous year.

The projects covered had a total capital cost of £1.5bn. It is estimated they will create 54,000 jobs during the next five years and safeguard a further 37,000.

continued to form the biggest part of support to industry in the assisted areas. Grants offices dealt with 39,106 applications. Payments totalling £417m were authorised, including £315.7m for plant and machinery and £101.3m for buildings and works.

Phenacetin ban

PHENACETIN, the pain-killing drug, has been banned in medicines for humans and animals—because of the possibility of kidney damage. The ban, brought into force by a Department of Health and Social Security Order, follows a recommendation last year by the Committee on the Review of Medicines.

Scotland looks to U.S. for new investment

A NEW PUSH to attract U.S. investment, particularly in the electronics and engineering industries, is being made next week by the Scottish Development Agency and Mr. Alex Fletcher, Parliamentary Under-Secretary of State for Scotland.

The campaign will begin in New York with the formal opening by Sir William Gray, the agency chairman, of a two-day branch office there and a seminar for local businessmen. The aim will be to see senior executives of companies already identified as having plans to establish a European manufacturing plant. They will be given basic information about Scotland, particularly on its industrial and economic situation, its transport and communications network and the wide choice of sites available.

Business computer series launched

BY JOHN LLOYD

INTERNATIONAL Computers (I/C) has introduced a new series of small business computers, the System Ten Series 120.

Mr. Les Cole, the company's international marketing director, said the series was part of the company's plans to increase sales of small business computers by about 25 per cent over the next 18 months.

Compatible

"Our principal target for the System Ten 120 is the first-time computer user. It has a 30 per cent improvement in price performance over earlier models and gives I/C a competitive edge in world markets for small business computers costing from £15,000 upwards."

Battle in the skies of Europe

NEWS ANALYSIS—THE COMING AIRLINE REVOLUTION

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

NOW THAT Britannia Airways, part of the International Thomson Organisation, has joined the growing band of independent airlines seeking either cheaper fares or new route patterns or both, the scene is set for what promises to be one of the biggest airfare battles in UK civil aviation.

Laker has asked for Skytrain-type (no reservations) flights on routes to 35 cities in Europe, including many of those sought by British Caledonian, also such places as Málaga, Palma, Ibiza, Rhodes, Iraklion, Dublin, Paris, Nice, Brussels, Amsterdam, Stockholm, Naples, Munich and Berlin.

documentary evidence that will be submitted will take months to assimilate, as will the millions of words to be uttered in the 12 days of the hearings. No one in the airline business expects any decisions much before next spring or early summer.

authority's task must be to try to maintain a balance—between promoting the greater use of Gatwick, achieving cheaper fares, and encouraging UK air transport effort on the one side; while ensuring on the other that it does not give too much of a competitive edge to one independent airline over another, or unduly damage the long-term interests of British Airways, the State airline.

That, if approved by the Civil Aviation Authority, would mean that many thousands of passengers will for the first time get cheap scheduled flights on direct routes between more than 20 UK provincial centres (including Glasgow, Edinburgh, Aberdeen, Tees-side, Leeds/Bradford, East Midlands, Newcastle, Manchester, Birmingham, Norwich, Southampton, Exeter, Bristol, Cardiff and Liverpool) and more than 60 European destinations.

However, a particular point about the BCal and Laker applications is that they are seeking annulment of the rights held by British Airways to fly to many of those European centres from Gatwick as well as Heathrow.

At best, the authority seems likely to seek compromise, perhaps giving each applicant only part of what it wants. The

But whichever way the battle goes, it is clear that short-haul flights between the UK and Western Europe will never be the same again. British Airways is offering a new class of fare on the North Atlantic this winter, called "standard," which at £38 return, London-New York, lies between Apex at £224 return and Club Class at £390 return. The new fare will give passenger access to seats in the low-fare cabin without having to book a specific period in advance. Previously that type of passenger could only be carried at higher rates.

Exports of aerospace products near £617m

BY OUR AEROSPACE CORRESPONDENT

THE AEROSPACE industry had a balance of payments surplus of more than £131m in the first six months of this year.

Among exports, overseas shipments of aircraft and parts amounted to nearly £263m, of which parts accounted for the biggest share at more than £214m.

Production of N. Sea oil falls

UK OIL production from the North Sea fell slightly during August because of maintenance work on some fields.

Figures released by the Department of Energy show that production in August averaged 1,633m barrels a day. Total output was 8,769m tonnes. In July the average daily rate was 1,702m barrels a day and total output 4,567m tonnes.

Airports show big traffic increase

BY MICHAEL DONNE

AIR TRAFFIC continues to rise strongly. August was a record month at the main airports, with 4.7m passengers passing through those run by the British Airports Authority.

was 8.9 per cent higher than in August last year. The peak hourly flow of passengers in any one terminal was reached at the end of the month, when 4,547 arrivals passed through Heathrow's Terminal Three between 8 am and 9 am on August 31.

PAYE 1979/80 TAX DEDUCTIONS AND REBATES

(Notes: Rebates include the reduction in tax in the pay week/month, together with the back repayments due from previous weeks/months)

Table with columns: WEEKLY PAID, Weekly pay, Weekly tax April 6-July 12, Rebate on first pay-day after July 12, Weekly tax July 13-Oct. 5, Rebate on first pay-day after Oct. 5, Weekly tax after Oct. 5. Rows include Single person and Married couple (wife not working) with various pay levels.

Table with columns: MONTHLY PAID, Monthly pay, Monthly tax April 6-July 12, Rebate on first pay-day after July 12, Monthly tax July 13-Oct. 5, Rebate on first pay-day after Oct. 5, Monthly tax after Oct. 5. Rows include Single person and Married couple (wife not working) with various pay levels.

Table with columns: ANNUAL EARNINGS, Per annum, Monthly tax April 6-July 12, Rebate 4 months, Monthly tax July 13-Oct. 5, Rebate 7 months, Monthly tax Oct. 6-April 5. Rows include Single and Married couple (wife not working) with various annual earnings.

The second set of tax rebates following the Budget will be paid from next week. The rebates, due to the cut in tax rates, will appear in the first weekly or monthly pay packet after October 5. The tables show the impact on people earning different amounts.

Investment for leasing rises to £1.5bn

By David Freud

INVESTMENT in assets for leasing rose by 58 per cent between 1977 and 1978, according to estimates in the magazine Trade and Industry.

'Auditors' code needs reform'

A SERIES of amendments to the EEC draft directive on the qualifications of company auditors is called for by the House of Lords select committee on the European Communities.

Roads talks

AN INTERNATIONAL symposium on concrete roads is to be held in London from October 19-23, 1981. Organised by the Concrete Society, the Department of Transport, and Department of the Environment and International Concrete Industry bodies, it will take place at the Royal Lancaster Hotel.

Environmental studies projects halted

BY ANDREW TAYLOR

THE GOVERNMENT has decided to halt two major research contracts with the Centre for Environmental Studies as part of its plan to end financial support for the centre. The contracts were worth £700,000 this year.

It does not look as though Mr. Heseltine intends to give us that time," said Professor Willmott. Only about £80,000 of this year's budget comes from Government grants. The rest is financed largely from research contracts with the DoE. Still under threat are four major contracts—worth £400,000 this year—and which had been due to run for a minimum of three years.

Wankie Colliery Company Limited

(Incorporated in Zimbabwe Rhodesia)

DIVIDEND No. 110

The directors today declared dividend No. 110 being the final dividend for the year ended 31st August, 1979 of 6 cents per share, payable to shareholders registered in the books of the Company at the close of business on 19th October, 1979.

Financial statements table with columns: Year ended 31st August 1979, Year ended 31st August 1978. Rows include SALES, TRADING PROFIT, PROFIT BEFORE TAXATION, PROFIT AFTER TAXATION, APPROPRIATIONS, Unappropriated Profit at 31st August 1979, Earnings per share, Dividends per share, Interim, Final.

Charged against this year's trading profit is an exceptional amount of \$307,000. This is for depreciation relating to No. 4 Colliery assets for the period of eleven months to 31st August, 1978 and is additional to the normal charge which has been made for the current year.

The dividend of 6 cents now declared is in the currency of Zimbabwe Rhodesia. Payments from South Africa will be made in the South African equivalent of the Zimbabwe Rhodesian value at the rate of exchange ruling at the close of business on 13th November, 1979.

By order of the board ANGLO-AMERICAN CORPORATION OF SOUTH AFRICA LIMITED. Secretaries: per J. R. Parker. Registered Office: 70 Jameson Avenue Central, P.O. Box 1108, Salisbury, CA, Zimbabwe Rhodesia. Office of the United Kingdom Transfer Secretaries: Charter Consolidated Limited, P.O. Box 102, Charter House, Park Street, Ashford, Kent, TN24 9BQ.

JANNEAU ARMAGNAC IS AN ORDINARY FRENCH BRANDY AS THE BAYEUX TAPESTRY IS ORDINARY FRENCH NEEDLEWORK. Includes an image of a bottle and a tapestry.

THE REGIONAL GOVERNMENT OF TUSCANY AT THE BRITISH INTERNATIONAL FOOTWEAR FAIR. From 30th September to 3rd October, twenty Tuscan shoe manufacturers, sponsored by the Regional Government of Tuscany, will be displaying their spring and summer collections for 1982 at the British International Footwear Fair, Olympia, London.

Unclaimed 'Ernie' prizes top £750,000. THE VALUE of unclaimed Premium Bond prizes has topped £750,000, the Department for National Savings reported yesterday. On September 10 there were 21,671 unclaimed prizes, including one for £5,000 which has been awaiting a claimant since October, 1975.

Sugar closure. THE SANKEY sugar works at Newton-le-Willows, North Merseyside, closed last night in the Tate and Lyle's national programme. The last 100 of the workforce have little prospect of finding new work in the area.

هكزان الازول

How long will it be before petrol prices go up yet again?
(Not to mention other motoring costs such as insurance.)

Nobody knows—but of one thing you can be sure. Cars that are economical to run are fast becoming the only cars that most people can afford.

The Princess is every inch a luxury car.

£1-50?

example—with manual gearbox—achieves over 27 mpg.

That means it's one of the most economical 2 litre cars in town. And the figures for the 1700cc models are even better.*

This remarkable fuel economy is a product of the Princess's distinctive, wind-cheating shape. Proof that what looks good, is also more efficient.

Not that the Princesses are only frugal with fuel. Inexpensive spare parts mean low insurance premiums. And if your company buys you a Princess 1700HLS you'll find that it falls conveniently below the critical 1800cc tax threshold, incurring no more tax liability than does a 1600cc car.

Each of the 6 models in the range has an overhead cam engine, our unique Hydragas® suspension, and more interior room than any other car in its class.

Yet a Princess is surprisingly inexpensive to run. In urban driving, the luxurious new Princess 2000HLS for

Most surprising of all, the Princess range starts at £4,232† Which leaves us with a question. Is a Princess an economical car offering unusual luxury—or a luxury car that's unusually economical?



DRIVING A PRINCESS IS NO LONGER THE LUXURY IT USED TO BE. IT'S A NECESSITY.

*OFFICIAL GOVERNMENT FUEL CONSUMPTION TEST FIGURES FOR PRINCESS 2000HLS WITH MANUAL GEARBOX (URBAN) 22.2 MPG (24.4 L/100KM); CONSTANT 26.5 MPG (23.4 L/100KM); 27.7 MPG (23.1 L/100KM); CONSTANT 27.7 MPG (20.9 L/100KM). FOR PRINCESS 1700HLS WITH MANUAL GEARBOX: URBAN 29.7 MPG (24.0 L/100KM); CONSTANT 36.1 MPG (20.5 L/100KM); CONSTANT 38.2 MPG (19.4 L/100KM).

UK NEWS—LIBERAL ASSEMBLY

LABOUR

Leadership hit by vote against economic growth

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

DEFYING THE advice of Mr. Richard Wainwright, the party's economic spokesman, the Margate Assembly approved a Young Liberal proposal...

on the party to develop a coherent policy for economic, industrial and social development that did not depend on continued economic growth.

According to Mr. Wainwright it was reckless and arrogant for the Young Liberals to assert that sustained growth was not achievable.

Smith in threat to ignore vote against picketing curbs

BY IVOR OWEN

A CLEAR-CUT vote by the Liberal Assembly against the Government's proposals for new legal restrictions on picketing...

"Ignore the Assembly decision," Mr. Smith said. "I shall take note of the feeling of the Assembly but in no way do I feel committed to oppose Government policy."

The Assembly endorsed a report from the Liberal Party commission on trade unions which described the law of picketing as satisfactory...

Call for 'sensible' pay policy

BY OUR LOBBY STAFF

THE GOVERNMENT risks creating a "massive and overwhelming" increase in unemployment if it insists on pursuing its current economic policies...

In the case of controlling inflation, the choice was between a sensible pay policy and the monetarist policies of the kind favoured by the Government.

the panel which advises the party on economic policy, argued that the banks should be encouraged to distinguish between productive and non-productive investment.

Steel promises party return to heights

BY IVOR OWEN

A BUOYANT Mr. David Steel routed the Assembly with a promise that the party stands ready to resume its commanding role in British politics.

Mr. Steel looked at the middle ground of politics—more and more the centre of opportunity as the Conservative Party moved to the Right and the Labour Party to the Left.

Engineering closures fear

BY HAZEL DUFFY AND ALAN PIKE

INTERNATIONAL Harvester gave a warning yesterday that "near shutdown" of its manufacturing plants at Doncaster and Bradford was imminent as a result of the national engineering dispute.

mates that it has lost £20m worth of business as a result of the dispute. Mr. John Young, employee relations director, said yesterday that a solution to the action acceptable to both sides had "got to be found speedily."

Lancashire, has decided to close from next week rather than open for only three days a week.

creation of individual managing directors of subsidiary companies. There is no sign of a break in the deadlock, and another two-day strike throughout the engineering industry is due on Monday.

Jenkin accused on equal rights

BY ALAN PIKE, LABOUR CORRESPONDENT

THE EQUAL Opportunities Commission felt "grave concern" about future progress towards equality of opportunity for women as a result of recent statements by the Government.

Ministers lead me to believe that we could be in serious danger of turning back the clock for women.

of those enjoyed in some countries, including France, West Germany, Denmark, Austria and Sweden.

Opencast pay claim resisted

By Our Labour Staff

NEGOTIATORS for civil engineering companies operating opencast coal sites told union officials yesterday that they could attempt to meet very little of the unions' claim on pay.

Paddington rail dispute deepens

BY NICK GARNETT, LABOUR STAFF

THE EXECUTIVE of the National Union of Railwaysmen is to step up industrial action in its dispute with management at London's Paddington station.

There is considerable sympathy among some national union officials for the management's plans for the depot. It has taken the action, however, because it says local management, which is seeking higher productivity, has disregarded agreed negotiating procedures.

with the British Railways Board. Some union officials consider that the management is making the issue a test of strength in its attempts to sort out manning difficulties and improve productivity.

Vauxhall men accept 17%

BY OUR LABOUR STAFF

MEMBERS OF THE Transport and General Workers' Union at Vauxhall's Dunstable plant defied a recommendation yesterday from their union officials and accepted the company's 17 per cent pay offer.

The strike at the plant, which supplies components to the two southern factories, with picketing at ports Vauxhall uses to bring in other components, has crippled the company's output.

F. MILLER (TEXTILES) LTD. HALF YEAR REPORT

Table with financial data for F. Miller (Textiles) Ltd. including turnover, profit, and dividends for the half year ending 13th August 1979.

Courts staff strike ends

BY GARETH GRIFFITHS, LABOUR STAFF

CLERICAL and administrative staff at 18 inner London magistrates courts voted yesterday to return to work on Monday after a five-week strike.

A further 5 per cent is to be paid on October 1. A third stage payment has yet to be agreed but Mr. Whitelaw assumed the unions it would at least equal the finding of the Clegg commission on comparability on magistrates court staff outside London.

HUTCHISON WHAMPOA LIMITED Notice to Shareholders. The board of directors of Hutchison Whampoa Limited (HWL) today (27th September, 1979) announce that they have been informed by the Hongkong and Shanghai Banking Corporation (HSBC) that they have entered into an agreement to sell their holding of 90,000,000 ordinary shares of HWL (22.4 per cent) to a subsidiary of Cheung Kong (Holdings) Limited (Cheung Kong).

INSTITUTE OF PURCHASING AND SUPPLY ENTERPRISE—THE CORPORATE ROLE OF PURCHASING AND SUPPLY MANAGEMENT. In his address (on Thursday 27 September) to the annual conference of the Institute of Purchasing and Supply held at Sheffield, the newly elected President, Mr. J. R. Gammon (Purchasing and Stores Controller, South Western Electricity Board) stated that western economies were on a knife edge.

THE LAW LAND COMPANY, LIMITED INTERIM REPORT. Unaudited results for the half-year to 30th June, 1979. Table with financial data including gross rents, net income, and dividends.

Handwritten Arabic text at the bottom of the page.

The mission of John Paul II.

NOW! with Paul Johnson, looks at the man and what he hopes to achieve in Ireland.

On Saturday, the first Pope to set foot in Ireland will celebrate mass in Dublin.

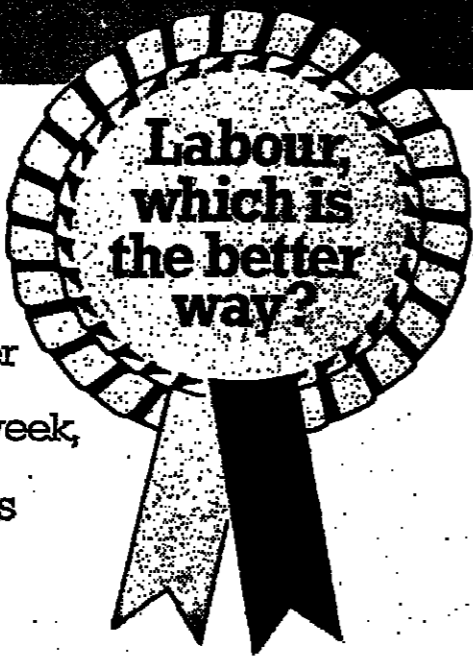
His visit is surrounded by controversy and speculation; the political issues it raises have alarmed people on both sides of the border.

What kind of man is Pope John Paul? What are the experiences which have shaped his beliefs? How will he use his authority in this troubled and divided island?



Callaghan and the crisis of Socialism.

Will the Labour leader fight, fight and fight again? In NOW! this week, former Labour M.P. Brian Walden gives his penetrating verdict.



NOW! this week focuses upon two important events, the Pope's visit to Ireland and the Labour Party Conference.

There is an interview with John Wood, one of Britain's most acclaimed actors, whose Richard III might well be the first to challenge the authority of Laurence Olivier's definitive performance.

We also have a picture special on Israel. Hugh Thomas examines what the Russians are doing in Cuba.

And Clive Barnes writes about the new Broadway season.

Patrick Huther on a City scandal.

Frank Johnson on the Liberal Party Conference.

Alan Hall on eating out.

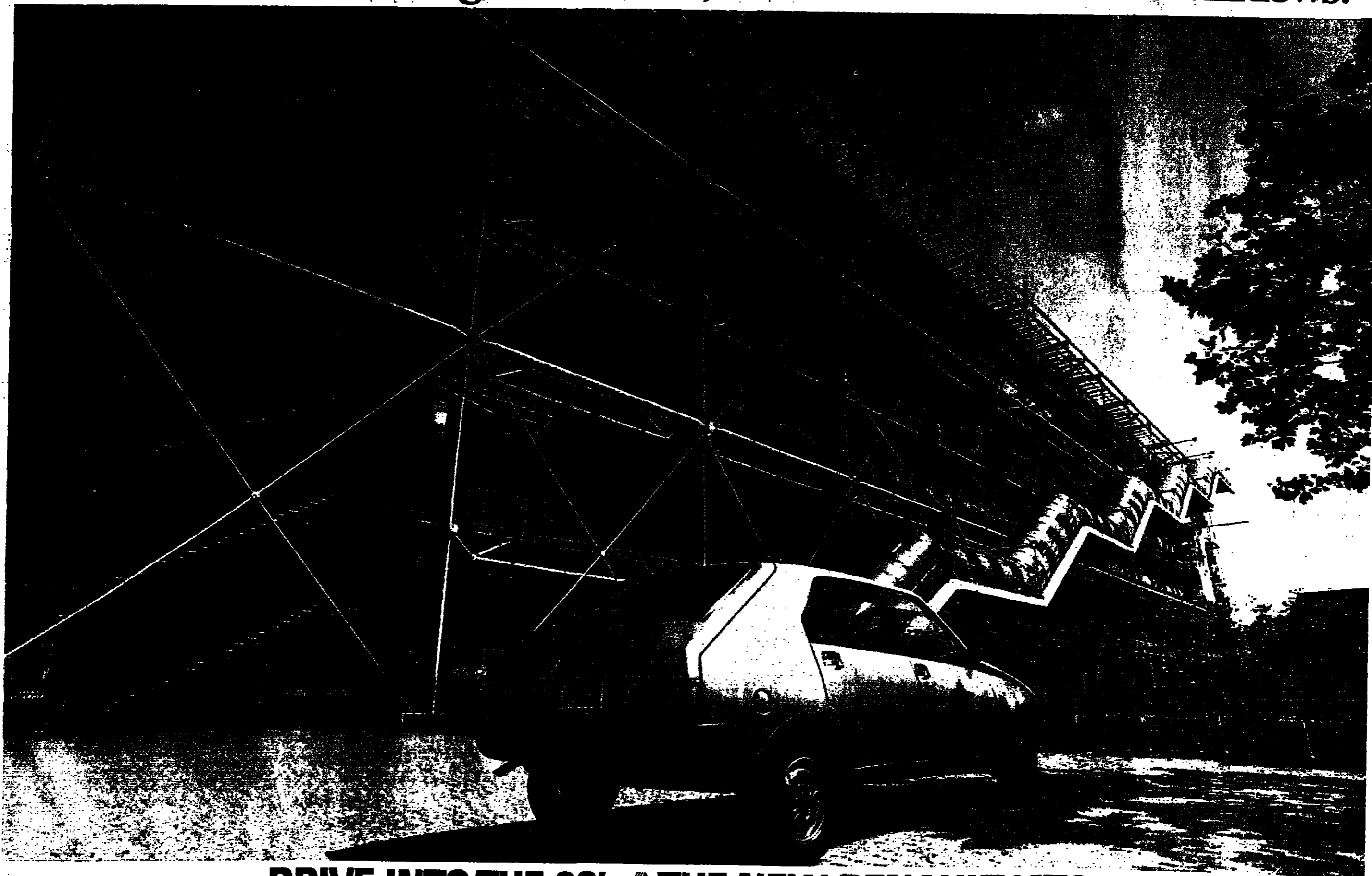
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NOW!
The news magazine.

The bodyshell of the Renault 14 hanging in the Arts Centre Beaubourg, Paris. The finished piece is on view at your local Renault dealer.



The French think it's a work of art.
Even without sculpted seats, rear fog light, quartz clock, electro-magnetic centralised door locking, rev counter,

rear windscreen wiper, tinted windows, 1360c.c. engine, head restraints, electric front windows.



DRIVE INTO THE 80's ♦ THE NEW RENAULT 14TS.

The Renault 14 TS, £4044 includes 15% VAT, Road Tax, Seat Belts, Number Plates & Delivery extra. For details of Fleet sales, business and professional leasing or a brochure, write to Renault UK Ltd., Box 2, London W3. For export details write to Renault UK Ltd., Western Avenue, London W3. Ask any of our 435 dealers about low rate Renault Loan and insurance plans. West End showroom, 77 St. Martin's Lane, London WC2. Renault recommend Castrol Lubricants.

FINANCE AND THE FAMILY

Completion demand

BY OUR LEGAL STAFF

I, A.B. agreed to sell my bungalow to X.Y. on the written understanding that he and his wife would be content to wait until I was ready to leave it. The sum agreed was £19,500 and I took £9,500 as a deposit. However, X.Y. and his wife are now proving difficult and though they have not actually demanded completion, I fear they may.

At current rates, the UK tax bill on the annual £12,000 would be £3,296, as follows: £1,185 @ Nil = 187.50; £ 750 @ 25% = 2,775.00; £ 250 @ 30% = 334.00; £ 855 @ 40% = £3,296.50

Unit trusts and losses

I have accumulated capital losses totalling £640 up to April, 1979. Could you please tell me the current level of capital gains on unit trust holdings that I can realise in any one year before capital gains tax begins to apply? Or, to put it another way, what is the annual amount of unit trust capital gains that I can realise before my accumulated capital loss has to come into play and begin to be "used"?

Payments to wife from abroad

In the case of a reader living abroad who was separated from his wife living in the UK you suggested in a previous reply that there were possibilities of ensuring that voluntary payments to her were not subject to tax, provided one obtained expert advice. I am not and never have been a UK resident and I am making my wife in the UK a voluntary payment of £1,000 a month, pending a divorce I am seeking. Do you think this could escape tax? Where could expert advice be obtained? What will be my wife's tax position, this allowance being her only income?

The answer to the first is £3,000 (as we explained in a reply published on June 23 last year): First £1,000 @ Nil = Nil; Top £2,000 @ 15% = 300; £3,000 300; less: £3,000 @ 10% = 300; CGT liability Nil

Carrying losses forward

TAXATION

DAVID WAINMAN

THIS COLUMN contained a mental aberration on last Saturday, or more correctly it was the matter omitted which constituted that aberration. What was said was that a taxpayer who has made a capital gain in a fiscal year, but has capital losses to carry forward from an earlier year, must set those losses against his gain. Losses, we said, cannot be "carried through" the year in which the gain has been made. There could clearly be circumstances in which this would operate to the taxpayer's disadvantage, for instance where his gain qualified for the 10 per cent investment trust credit and where the gain itself was liable only at the reduced rates applying to small gains. It is true that losses available to carry forward must be set against the next gains which arise—but it is true subject to one important mitigation. Since the reliefs for small gains were introduced in 1978, the law has operated as follows: Section 4(1) Capital Gains Tax Act 1979 (formerly Section 20(4) Finance Act 1965) contains the principal legislation which requires that tax be charged on gains made in a fiscal year, after deducting from those gains not only losses made in that same year but also unrelieved losses of earlier years. There is no option available to the taxpayer under that Section to ask for the losses of earlier years to be carried through, without being set off. But Section 5(4) CGTA 1979 (re-enacting the small gains

reliefs in Section 44(4) FA 1978), modifies these rules. It focuses first on the net gains of the first year, that is to say gains less losses made in that year but ignoring losses of earlier years. It then provides that: (a) If the net gains of the fiscal year are £1,000 or less, the taxpayer need not deduct unrelieved losses brought forward from earlier years. (b) If the net gains exceed £1,000, earlier years' losses need only be deducted to the extent of that excess: The effect is that earlier years' losses can be carried through into future years without depletion where the particular year's net gains amount to £1,000 or less. Where the net gains exceed this figure earlier years' losses must be used up against that excess; but this still achieves a £1,000 "carry through."

Thank you for your kind letters pointing this out. I fully accept that one should never attempt to oversimplify where taxation is concerned, (a discovery which successive Chancellors also seem to have made down the years). I am suitably chastened and apologetic.

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No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

INSURANCE

JOHN PHILIP

Lost and stolen

A READER'S hard luck story is my starting point this week—because it leads into several matters of general interest for all home policyholders. It starts with hard luck, because he has lost some property. But worse was to come, his insurers have rejected his claim. First the facts: My enquirer, whom I shall call Mr. Hubbard for reasons that will quickly become apparent, has a standard contents policy covering his possessions in his 3-storey outer suburban house. In a cupboard in a room on the first floor he had for some while kept some valuables. Recently, intent on selling them, he went to the cupboard only to find it bare. Mr. Hubbard admits that he cannot say when he last checked on the presence of these particular items. He protests that the domestics he has employed are trustworthy, and emphasises that the police think this is right. He also implies that his family and known visitors are beyond reproach. He says, therefore, that his valuables must have been stolen. Mr. Hubbard has claimed for the theft of his valuables—and has had discussions with insurers' loss adjusters, who have not disputed either that the valuables are missing, or their value. But the insurers have now written Mr. Hubbard to say they are sorry, but since there is no evidence of theft, they are not prepared to pay. And I am asked—are they right, or can insurers be constrained to meet the claim? Remember—Mr. Hubbard has a standard contents policy. This kind of policy provides insurance against the perils listed therein—it does not provide "all risks" cover. To make a valid claim the holder of a standard contents policy must show both the occurrence of a specified peril, and that the loss or damage sustained has flowed directly from that occurrence. So it is not normally sufficient for the contents policyholder to point to an empty cupboard and say the property must have been stolen. He must normally produce some evidence of theft—evidence of breaking and entering, forced locks, broken windows, disturbance of household possessions, loss of other property through the house on

one occasion or over a period of time. In short, when something is missing, the fact of its absence is neutral. There are many explanations of its absence which neither involve its theft, nor the imputation of dishonesty to the owner who makes a claim. It is, of course, possible to insure valuables against unexplained loss, as distinct from loss by specified cause. "All risks" policies are widely available, and the holder of such a policy who goes to a cupboard and finds it bare can make a claim for the valuables he had kept there. Even here he has to discharge some burden of proof—he must prove both the some-time existence of the valuables, his possession of them, and their worth, when they were last seen—just as he would for a claim under a contents policy—but he does not have to show in any way how the property could have gone missing. In recent years it has become possible for the household to buy "all risks" cover on his ordinary contents as distinct from his jewellery and valuables—to cover unexplained loss and accidental damage, but the demand for this extra cover has not been great. Moreover, most insurers who have offered such cover have found claims costs heavier than expected, so that rates have risen, and exceptionally, a few insurers have stopped selling contents "all risks" cover. Contents premiums are currently in a state of flux—and the long-standing 20p/25p per cent rating bracket is largely a historic fact for policyholders in many urban and suburban areas who are now paying 50p or 60p per cent. Whatever insurers' rates for ordinary contents cover, the mark up for contents "all risks" is now in the range of an extra 50 to 100 per cent, while the rate for the "all risks" insurance of valuables starts at the minimum of £1 per cent and may well rise to £3 or £4 per cent for policyholders who live in high risk crime areas. Premium differentials to include cover against unexplained loss, against accidental damage, are therefore substantial, and it cannot be good insurance practice for insurers to pay for unexplained loss on an ordinary contents policy under which the claimant has to provide evidence of the operation of a specified insured peril. Quite apart from any other considerations this would be thoroughly unfair to those policyholders who have paid extra premium for wider cover. There are good legal and practical reasons why insurers can justify their refusal to pay the kind of claim our Mr. Hubbard reports. But many insurers do not like to stand 100 per cent firm on such hard luck cases and sometimes—perhaps more often than they are given credit—ex gratia payments are offered. So perhaps Mr. Hubbard will find his insurers ready to share his misfortune in some way.

Sales of nil paid rights

Could you please tell me how a sale of rights, nil paid, at a premium, should be dealt with in my tax returns? The rule covering sales of nil-paid rights is to be found in paragraph 8(1) of schedule 10 to the Finance Act 1966: Disposal of right to acquire shares.

The principal purpose of the question on the P22 is simply to help the inspector to decide whether to retain your file in his office a little longer or to send it to your local tax inspector to look after in future. (We take it that by "the inspector" you mean the inspector who dealt with your PAYE affairs, but the purpose would be much the same if the form actually came from your local tax office.)

A settlement

I lent my daughter an Interest-free loan repayable on demand and she used the interest from the bank on a monthly basis for her outgoings. I classified this as a gift under the £2,000 per annum limit under the Capital Transfer Tax rules. Is she liable to pay tax on this interest or not? We take it that you mean that your adult daughter placed the borrowed money on deposit with her bank (in her own name). This might be attacked by the Inland Revenue as a settlement, in which case the interest on your daughter's deposit account could be taxable as your own income, under case VI of schedule D. Otherwise, upon your daughter, under case III, but whether she is liable to pay tax or not will depend upon the size of her income and her personal circumstances.

Little hope

I was made redundant about four years ago and to date have not obtained employment and have little hope of doing so. I have received an inquiry from

Maintenance from abroad

I am expecting to go the U.S. to be employed there by an American company for several years. (a) Would maintenance payments to my wife and my son under a UK court order be tax deductible for my U.S. tax situation. (b) When I pay the amounts due under the order shall I still have to deduct UK tax, and if so, how do I pay it over to the UK tax authorities, as my UK investment income will be very small? (a) Our advisory service is limited to questions of UK law, and so we suggest that you seek the assistance of the taxation staff at the U.S. Embassy, Grosvenor Square, W1A 1AE. The phone number is 01-499 8000 and you will find the tax staff are pleased to help you. Meanwhile, we should mention that we understand that there is no provision in the U.S. tax code for tax relief in respect of maintenance (alimony) for a child, in any circumstances. (b) Yes, you should continue to deduct UK tax from the payments made under the UK court order, regardless of the change in your residential status. You will have to make annual returns to the Inland Revenue (Foreign Claims Branch) and pay over the difference between the amount of UK tax which you have withheld, and the amount of UK tax which you have suffered (including the tax credit on your UK dividends, by virtue of section 98(1) of the Finance Act 1972), broadly speaking. Incidentally, your former wife need have no worries over becoming involved with US tax problems. Article 18(2) of the (unratified) U.S.-UK double taxation convention of December 31, 1975, exempts UK residents from US tax on alimony payments.

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COMMUNICATIONS

Amid all the talk about a fourth TV channel, the likelihood of greater freedom for cable TV companies has been overlooked

Lines that may change British TV

BY BARRY COX

WHEN THE Home Office publishes its broadcasting Bill in a couple of months time, the provisions for ITV-2 will attract most attention. Some people in the industry are, however, beginning to realise that what the Bill says about cable television may be of far greater long term importance than the fourth channel.

There is just a chance that in ten years' time British television will no longer be a highly-protected and highly-regulated public service institution, and start to become a fully commercial business in the less fettered, if more robust, world of the market place.

It's a little bizarre that it's the cable TV companies—very much the poor relations of the industry—who should have this potentially liberating role thrust upon them. These companies traditionally have done little more than make a modest living providing decent TV reception for those areas which couldn't get a reasonable signal from the BBC and IBA transmitters. Even this job has been threatened by the ever increasing quality of off-air coverage. Re-diffusion for instance has seen its cable audience shrink from more than a million ten years ago to 800,000 today.

Witnessing the success of pay-TV in the U.S., where cable operators offer a mix of first run feature films and live sport not available on the three networks, the British cable companies have responded to their own decline by trying to get pay-TV introduced here. The Annan report rejected this idea, but somewhat surprisingly the post-Annan White Paper produced by the Labour Government was more sympathetic. This promised to give the IBA new powers to supervise an experiment in pay-TV; and their Conservative successors look like honouring that promise.

Over the next three years we are likely to see half a dozen pilot experiments run by the cable companies, offering subscribers an extra channel with something like the American mix of programming. A crucial point about pay-TV in Britain is that for the first time in British broadcasting there would be a direct commercial transaction between viewer and producer. The wider implications of this—that their programmes might literally stand or fall



Francesca Amis, Denis Hill in LWT's Lillie: 5p on Pay-TV

according to whether or not enough people will want to pay to see them—has suddenly traumatised many broadcasters who have grown comfortable in the cosy protection of our present duopoly. Recent broadcast ing conferences at Edinburgh and Cambridge have seen programme makers and administrators, particularly from the BBC, taking the first steps to safeguard and preserve the ethic of public regulation which they rightly see could be destroyed by the creation of a free market in programmes.

Merely adding a pay-TV channel to the existing services for the 2m cable customers in Britain will not, on its own, lead to the break-up of public service broadcasting. However, the move towards pay-TV coincides with a major technological advance that is genuinely revolutionary—the arrival of the optical fibre cable. These tiny strands of glass carrying laser beams are potentially cheaper than the existing copper coaxial cables, and are capable

of carrying literally hundreds of TV channels, and much else besides.

Both the cable TV companies and, on a much larger scale, the Post Office, have begun to use optical fibre cables in their present networks. Indeed, in the next couple of weeks the Post Office will announce a major switch to the new cables.

The new technology will affect more than just TV shows and telephone calls. Data information, meter reading, electronic mail and newspapers, alarm systems wired to local fire and police stations, all are services the new cable system could deliver cheaply once a wideband cable network is built up.

At the moment consumer demand for all this is, as the engineers keep saying, years behind their technology, but no one is sure just how many years. This absence of demand has so far enabled policy makers to avoid contemplating the problem posed by the imminent communications of abundance. The Post Office is apparently, soon going to talk to the Home Office about setting national technical standards, but that's all. If we are about to enter a kind of new Railway Age, in which different organisations lay different cable systems for their own different purposes, then there is a minimal need that they all work to the same gauge, as it were. But policy decisions about control, regulation and use can't be deferred for ever.

It is these that will determine the future of our television. The forces that want to preserve our regulatory system, even when the legitimacy for this system—deriving from the fact that air waves are a scarce public resource—has disappeared, are powerful. Already, even before pay-TV has been given the go ahead, the cable companies are in dispute with the IBA over the control of programme content. The companies argue that while the IBA owns the transmitters which beam the ITV programmes, the authority does not own the cable systems—and that ownership should determine control of the product.

Unfortunately the public service tradition which dominates our broadcasting may well see this classic liberal argument defeated. At the Royal Television Society's conference in Cambridge this month Sir Charles Curran threatened us all with

a "degradation of standards" if the consequences of the new technology of distribution were not very carefully controlled. This intellectual Luddism—rather like saying that if British publishers were obliged to reduce the 35,000 titles they put out each year to a couple of hundred or so they would all be better books—will give a respectable banner to other, more political, forces which dislike the idea of the liberation of television from official control.

The literary world of 1695 did not oppose Parliament's refusal to renew the Licensing Act in that year, an action which destroyed state control of printing and publishing. Unhappily a fair number of today's broadcasters look as though they want to see state regulation of television preserved out of a fear of full blooded commercialism.

It's not at all obvious that a free market could not sustain quality programmes, even those with limited appeal. Were today's viewers charged directly (and without the benefit of advertising subsidies) they would have to pay 6p a week for *Weekend World*, 5p for an episode of *Lillie*—and these are TV's expensive products; staple fare like situation comedies and soap operas comes much cheaper. Far from a collapse of standards, we would get a much greater variety of output in a free market.

The programmes would not be made by the existing monopoly, but by a myriad of smaller production houses specialising in journalism, drama, sport, or whatever. These producers would buy time from the cable operators (given the number of channels carried by the new cable, time should always be available) who would effectively become the booksellers of this transformed medium.

No longer a scarce commodity, television should not need public regulation. No IBA, no Smith/Privata Eye programmes on Northern Ireland, no BBC to ban *Scum*, merely the laws which constrain the Press and the theatre. Television could join the grown up world at last.

There is a possibility that in going over to a multi-channel cable system we could avoid the W. H. Smith/Privata Eye problem too. The cable operator should not, simply because he owns the cable, be able to refuse to take programmes. In this respect the Post Office tradition as a common carrier is the better model. The Post Office cannot censor your letters or telephone calls, but equally they are not liable for any defamation you utter.

If it were not for the fact that it would take the Post Office forever to wire us all up (after all it's taken them a century to get telephones to just two-thirds of the country), it would be better for them to have responsibility for the entire national cable system. The best we can hope for is that commercial operators will set the pace, but will be legally obliged to work in the Post Office tradition.

There is a danger that, in putting the IBA in charge of the first steps in pay-TV, Mr. Whitelaw will create a precedent for preserving public service regulation long after the need for it has disappeared. Perhaps commercial pressure, technological change and consumer preference would coincide to outflank this. Let a thousand channels bloom...

Barry Cox is head of current affairs at London Weekend Television.

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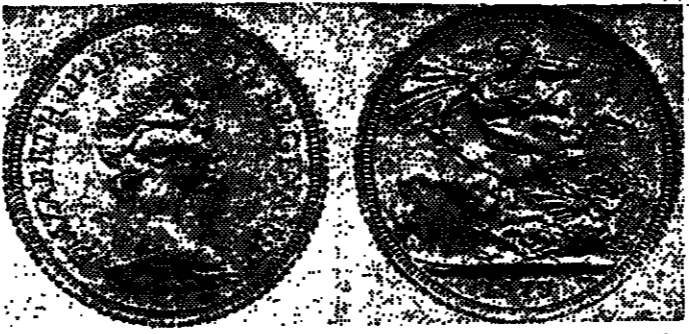
Tim Dickson discusses the outlook for investors clamouring to buy the new proof sovereigns

The proof is in the eating

IF YOU'VE got your heart set on one of the new 'proof' sovereigns...

down, however, investors should not assume that the value of their coins will continue on an inexorable upward spiral...

the 1979 'proof' sovereign issue is limited to 50,000 coins. The Royal Mint may be tempted to repeat the performance in 1980...



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Table with 4 columns: RECOVERY, HIGH INCOME, COMMODITY, AMERICAN RECOVERY. It lists launch dates, prices, and yields for various unit trusts.

THE M&G GROUP

Hambro captures the limelight

Executive pension schemes have sold like hot cakes ever since the 1973 Social Security Act...

Eric Short told what the loan is for before it will advance the money. The Hambro Life plan at first glance looks restrictive compared with other life company schemes...

Voicing the Challenge of Chess

Advertisement for the Chess Challenger computer game. It features an image of the game board and pieces, and text describing the game's features and availability at Harrods.

Topping up the top end

HOUSEBUYERS at the more expensive end of the market should be interested in this week's news that Lloyds Bank is entering the top-up mortgage field...

will be handled centrally by the bank's loan department. This approach contrasts with the operation of top-up mortgages by life companies which employ insurance brokers...

Time to wait and see

HUNDREDS of millions of pounds are currently in the hands of private investors following the redemptions this month of two low coupon gilt edged stocks Treasury 3 per cent 1979 and Electric 4 1/2 per cent 1974/79...

to fall some time around the beginning of next year. Despite the uncertainty, once a downward move in interest rates begins to take effect, yields on short date gilts should react quickly...

Net returns over one year

Table showing net returns over one year for various investments including Exchequer, Bank Deposits, and Yearling Bond. It includes columns for the investment, tax rate, and net return.

Income growth from Gartmore

Advertisement for the Gartmore High Income Trust. It features a large '9.5%' interest rate graphic and text describing the trust's performance and investment strategy.

Handwritten Arabic text at the bottom of the page.

ARTS

Holloway & Ferneyhough

I wrote last Thursday about "Musica Nova," Glasgow's enterprising triennial festival of new music...

The Ferneyhough and Holloway premieres I found, on the other hand, each in its own fashion, greatly surprising...

The fourth "Musica Nova" this year offered seven days of lively exchange and lively contrasts: workshops, open rehearsals, seminars and concerts...

Ilan Rogoff

Mr. Rogoff played Beethoven and Chopin on Thursday night at the Elizabeth Hall—two sonatas, the "Appassionata" and the E minor op. 90...

One area of arts sponsorship which companies might be expected to embrace enthusiastically is fine art. Paintings and sculpture to decorate offices...

The Ferneyhough and Holloway premieres I found, on the other hand, each in its own fashion, greatly surprising...

There is quite a lot of ostentatious, but there is nothing middle-aged, about the new concertos employed. It was the four resident composers of the festival...

DAVID MURRAY

The result in the E minor Sonata, a deceptively simple, pressed work was to render it quite senseless as a whole...

Through such arrangements a company supports art at the crucial, and impoverished college level and also in theory improves the work environment...

Royal Opera in Tokyo

Next to London and New York, Tokyo now ranks as one of the world's leading centres for the performance of western music...

The trip has been enormously expensive, but the cost of the Japan leg alone at around £1.3m, while the week in Korea certainly cost over £250,000...

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nothing perverse in it, and many people would find it easy to enjoy. I shall just remark that the current fashion for offering the four Ballades as if they were a kind of suite...

'An Evening of Fats Waller'

This year marks the 40th anniversary of the death of Fats Waller and to celebrate the event the Jazz Centre Society is organising a short tour in the Midlands...

Royal Opera in Tokyo

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'An Evening of Fats Waller'

This year marks the 40th anniversary of the death of Fats Waller and to celebrate the event the Jazz Centre Society is organising a short tour in the Midlands...



The Duke of Kent with Princess Chichibu, the Emperor's sister-in-law, who are guests at Royal Opera performances in Tokyo

unsold and that it would have preferred to have more performances of Tosca and The Magic Flute and fewer of Grimes...

over the Vienna Opera next year, probably could not have committed itself to the tour without the help of a £100,000 grant from the British Council...

CHARLES SMITH

'Schumannfest' to be staged in Scotland

For the first time in its history the Royal Scottish Academy of Music and Drama will present to students and public alike a major new festival of music...

TV Radio

11.10 Sports scene. 12.15 am News and Weather for Scotland. Wales—5.20-5.25 pm Sport News Wales. 12.15 am News and Weather for Wales...

industrial dispute. Details of this local service are given below.

CHANNEL

5.00 pm Puffin's Birthday Celebrations. 5.20 pm The Great Escape. 5.30 pm The Great Escape. 5.40 pm The Great Escape...

RADIO 1

5.00 am As Radio 2. 7.00 pm Playhouse. 7.15 pm The Stewart with Junior Choice. 8.00 pm News Summary. 8.15 pm News Summary...

RADIO 2

5.00 am News Summary. 5.02 pm Paddy O'Byrne's. 5.05 pm David Jacobs. 5.10 pm Kevin Moran. 5.15 pm The News...

RADIO 3

5.00 am News Summary. 5.02 pm Paddy O'Byrne's. 5.05 pm David Jacobs. 5.10 pm Kevin Moran. 5.15 pm The News...

Noise out there

Tom Vernon's new Feedback programme starts at lunchtime tomorrow and will give radio listeners a chance not just to air their views on the output, but to have them followed up with the producers concerned...

RADIO ANTHONY CURTIS

Confusions, about a lady who treats her naughty neighbours as she does her children, and even here much of the comedy seemed to evaporate...

Mr. Raban deplored the emphasis on the word "theatre" in the drama output. Afternoon Theatre, Saturday Night Theatre, Hi-Fi Theatre, but surely the re-creation of a good piece of theatre in the listeners' mind is no bad aim for most drama productions...

anyway, as Mr. Raban said, Thomas's world is obsessively private and therefore peculiarly ill-suited to the rigid "out there" impression left by stereo...

RADIO ANTHONY CURTIS

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TV RATINGS w/e Sept. 23

Table with TV ratings for various channels and programs, including UK Top 20 and Channel 4 ratings.

CHESS SOLUTIONS

Solution to Problem No. 287. 1 N-Q6, R(K1)-N1; 2 R-R1. N-Q2; 3 R-QR1; Resigns. Solution to Problem No. 287. 1 N-Q6 ch, N-N3; 2 Q-N6 ch, N-B4; 3 N-N3 ch, ExN; 4 Q-N4 ch, E-N5; 5 Q-N3 ch, ExN; 6 P-R mate.

Opera & Ballet listings for various venues including Coliseum, English National Opera, and Royal Opera House.

Theatres listings for venues like Adelphi Theatre, Apollo Theatre, and Lyric Theatre.

AMBAASSADORS listings for various venues including Apollo Theatre and Lyric Theatre.

DRURY LANE listings for various venues including Drury Lane and Lyric Theatre.

LYRIC THEATRE listings for various venues including Lyric Theatre and Apollo Theatre.

PHOENIX THEATRE listings for various venues including Phoenix Theatre and Apollo Theatre.

ROYAL COURT listings for various venues including Royal Court and Apollo Theatre.

VAUDREUIL listings for various venues including Vaudreuil and Apollo Theatre.

COLLECTING

Nostalgia for the Raj

BY JUNE FIELD

THE MARKET for Indian miniatures is developing rapidly in Britain, not only because of the association with history...

highly sophisticated and cultivated Islamic society which attracted important poets, musicians and artists...

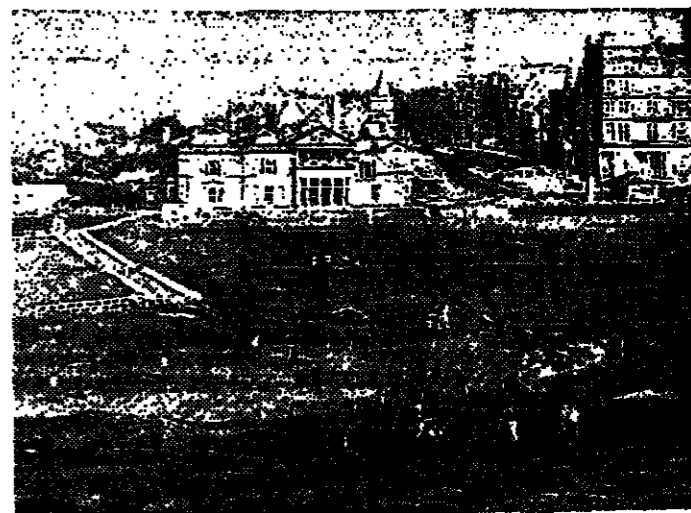
British patronage in India resulted in another form of art, 'Company School Paintings'...



A Rajput miniature, c.1680, of a ruler of Bundi on a prancing brown stallion...

A matter of courses

WHEN MATERIAL is a little thin on the ground, nothing stimulates more earnest debate than any arbitrary rating of the 50 greatest golf courses in the world...



St. Andrews—a place in the top ten?

GOLF

BEN WRIGHT

England, Woodhall Spa. North of the border, Dohereiner will be castigated for rating St. Andrews at low as 41st...

STAMPS

JAMES MACKAY

Riches past

WHEN THE Nationalists withdrew from the Chinese mainland in 1949 they managed to bear off with them the vast bulk of the national art treasures...

in a 20-year period several hundred stamps have publicised the bronzes, pottery, porcelain, wall-hangings, scroll paintings and other branches of the fine and decorative arts.



Archaeological discoveries of more recent vintage form the subject of seven stamps issued by Greece on September 15 and include the more spectacular objects recovered by Professor M. Andronikos...

Evangelists, Jacob, the Virgin Mary, St. Mauritius and John the Baptist. This is the latest in a long series with the theme of applied art and architecture which began in 1973.

CONCERTS

ROYAL FESTIVAL HALL
TOMORROW AFTERNOON at 3.15 p.m.
OFFENBACH: RACHMANINOV: GRIEG: BORODIN
THE BACH CHOIR
HANDEL: DIXIT DOMINUS
HAYDN: 'NELSON MASS'
THAMES CHAMBER ORCHESTRA
Conductor: SIR DAVID WILLCOCKS
LONDON PHILHARMONIC
LONDON SYMPHONY PHILHARMONIA
ROYAL PHILHARMONIC
LONDON SYMPHONY ORCHESTRA LTD.
SUNDAY, 7 OCTOBER at 3.15 p.m.
LONDON SYMPHONY ORCHESTRA
CLAUDIO ABBADO
JANACEK: Sinfonietta
BRAHMS: Symphony No. 2 in D

QUEEN, ELIZABETH HALL
WEDNESDAY NEXT 3 OCTOBER at 7.45 p.m.
ENGLISH CHAMBER ORCHESTRA
JEAN FRANCOIS PAILLARD conductor
GILLIAN WEIR organ
FRIDAY 19 OCTOBER at 7.45 p.m.
ENGLISH CHAMBER ORCHESTRA
SIMON RATTLE conductor
MAYUMI FUJIKAWA violin
SUNDAY 4 NOVEMBER at 3 p.m.
JOHN VALLIER
CHOPIN
STOCKHOLM PHILHARMONIC BRASS ENSEMBLE

Sotheby's
Sotheby's held a highly successful sale of Veteran and Vintage Motor Vehicles at Stoneleigh on 27th August which totalled over £400,000.
Just a few of the other vehicles sold include: a 1893 Panhard et Levassor (unrestored), £25,000; a 1928 Austin Chummy, £2,800; a Sheffield-Simplex, £3,000; a 1932 Alvis Speed Twenty, £9,500; a 1918 A.J.S. Combination, £1,850; a Rolls-Royce Silver Ghost, £23,500; and a 1951 Bentley Mark 6, £17,000 (an auction record).

Glendinings
Specialists in the Sale by Auction of Coins and Medals
7 Dickinson Street, New Bond Street, W1Y 9LD Telephone 01-493 2445
WEDNESDAY AND THURSDAY, 17th AND 18th OCTOBER at 1 p.m.
ENGLISH & FOREIGN COINS
WEDNESDAY, 21st OCTOBER, at 1 p.m.
BRITISH ORDERS, DECORATIONS & MEDALS
WEDNESDAY, 7th NOVEMBER, at 10.30 a.m. and THURSDAY, 8th NOVEMBER, at 1 p.m.
ANCIENT COINS
WEDNESDAY AND THURSDAY, 21st AND 22nd NOVEMBER
ENGLISH & FOREIGN COINS

Peter de Wint
1784-1849
WATERCOLOURS, DRAWINGS & OIL PAINTINGS
ANDREW WYLD, 3 CORK ST., W1 (First Floor)
10 am-6 pm Mon-Fri. until 18 October

Spink announce the most important auction of English Coins for 20 years.
Spink offer this outstanding collection of English coins for sale by public auction at Quagino's London on October 10th and 11th.
The first items offered for sale will be the former collection of N. Asherson F.R.C.S., whose main interest was in English Silver Crowns to Shillings and in commemorative medals by Thomas Simon.

Burlington INTERNATIONAL FINE ART FAIR
Presented by arrangement with The Burlington Magazine.
Open 10am-7pm (10am to 6pm Sat & Sun)
Admission including catalogue: Adults £1.50
Children, students and pensioners 75p
ART GALLERIES
CLUBS

Fifty years ago the delusive Wall Street bubble burst, there was a deluge of selling orders, and the nearby church was packed all day

Anatomy of the crash of 1929

By RICHARD LAMBERT, Financial Editor

A tale of two currencies

AUTUMN IS the season when the dollar falls, and its weakness—renewed in the last week—has as usual sent waves through many markets.

UK performance An observer with only published economic information at his command might well be puzzled by some of these developments. While it is true that the U.S. trade balance has had a bad month to interrupt a strongly improving trend, and the inflation rate is still pushing ominously upwards, the UK performance in both respects is substantially worse.

Turn round The renewed weakness of the dollar, and the modest readjustment within the European Monetary System, cleared the way for a remarkable turn round in sentiment in the UK stock market.

Interest rates and dollar has been under attack by a disastrous oversession of dollar credit, and both the domestic and foreign banking systems, for several years, the speculative boom is a typical result of such excesses.

THE year of the great crash—1929—is a year that everyone remembers. There have been other financial crashes in the twentieth century, some of which—such as that of 1873-74—have been devastating in money terms.

The crash of 1929 was different. The boom that led up to it was as much to do with cultural and social trends as with financial and economic developments.

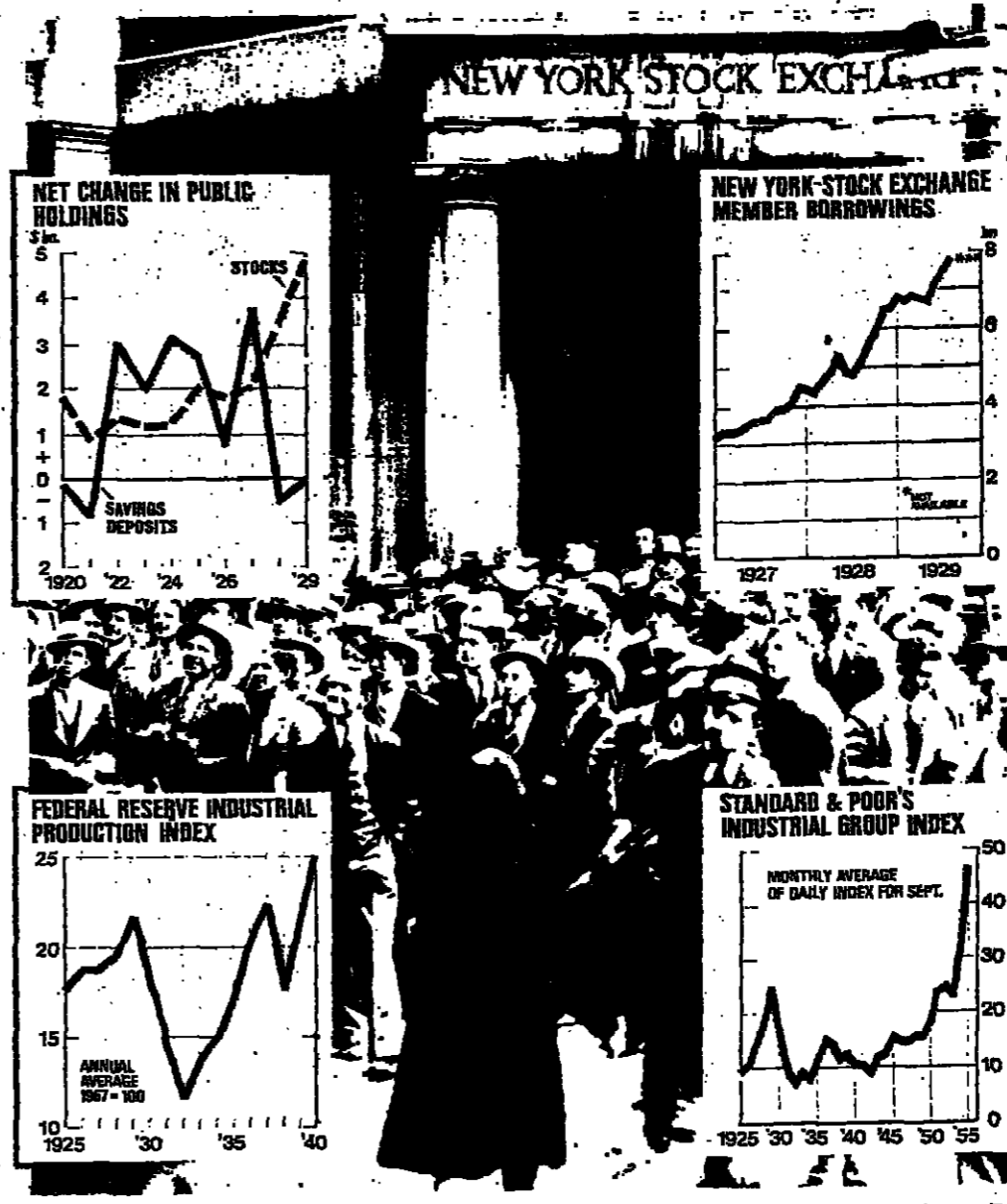
Except to a handful of pessimists, nothing seemed less likely at the time. True, share prices on Wall Street had registered sharp declines from the high point on September 3.

Bull market over

Besides, a marvellous rearing phrase was sweeping through the tip of Manhattan on that morning of Monday, September 30.

Once confidence was undermined and the market started to turn, the declines fed upon themselves. A fall in prices would trigger a wave of margin selling through the Stock Exchange.

Wage disputes Of course the short-term economic outlook is correspondingly forbidding, as the possible turnaround in the unemployment figure and the threat of more bitter wage disputes confirm.



On October 24, for the first time, there was real panic. Outside the Stock Exchange, journalist Claude Cockburn found "an enormous... crowd... talking... almost in whispers"

businessmen and journalists tried with each other in producing reassuring sentiments. It was still just possible to believe that all might be as it had been before.

On October 24, for the first time, there was real panic. A wave of liquidation swept through the Stock Exchange. Journalist Claude Cockburn found "an enormous murmuring crowd, and the people pressed close around us were talking, when one listened to them, almost in whispers."

Rockefeller purchases

The next day, John D. Rockefeller added his voice to the chorus of attempts to restore confidence. "Believing that fundamental conditions of the country are sound, my son and I have for some days been purchasing sound common stocks."

should be attached to other explanations. Politicians, for instance, displayed a remarkable ability to do precisely the wrong thing at the wrong time, such as erecting tariff barriers in 1930 which set off a wave of retaliation around the world.

At the time, though, it seemed pretty straightforward. Balance of payments was widely held to blame for the collapse. As well as destroying business confidence, the collapse in share prices also destroyed confidence in business, for it exposed in a most painful way the dubious ethics—and worse—of a number of public figures.

Depression legacy

Over the years, 1929 has become the standard measure for stock market setbacks and economic downturns. But parallels are usually worthless. Between 1931 and 1939, unemployment in the U.S. was permanently above 14 per cent, and no-one who was not around in that period can really understand what deflation means.

By 1932, industrial production had halved and international trade was down by nearly a third. Production of iron ore was down from 73m tons in 1929 to under 10m tons, while freight car shipments of manufactured goods had slipped by 56 per cent.

As Walter Bagot wrote: "At particular times a great deal of stupid people have a great deal of stupid money. At intervals, from causes which are not to the present purpose, the money of these people... is particularly large and craving. It seeks for someone to devour it, and there is a plethora; it finds someone, and there is 'speculation'; it is devoured, and there is 'panic'."

Letters to the Editor

Banking

From Mr. P. Grottrian Sir.—Those of us foolish enough to back horses, know that there are animals which are quite notorious for having two ways of running: contests in which such beasts are engaged should be avoided like the plague. I should never have thought that I should level a "two way running" charge against you Sir, but I feel bound to in the matter of your attitude to UK banking.

Payrolls

From the Secretary-General, The British Computer Society. Sir.—Your correspondent's survey (September 25) of the lack of attention to the needs of personal customers by the London Clearing Banks does less than justice to the present trend towards the payment of weekly wages through the banking system.

Swindles

From Mr. S. W. Alexander. Sir.—I read with interest Mr. Hall's excellent article (September 23), about Hatry. At that time I was the financial editor of the Daily Express and a persistent critic of Hatry's activities. One day I received a telephone call from a man who wanted to see me immediately. I told him to come to my office. He replied that he could not be seen coming into my office. We arranged to meet at Liverpool Street Station. We took a taxi and drove to Hyde Park. We went round the park several times during which he told me the story of the forgeries. He had been present when some of the forgeries took place and was anxious to safeguard his position. I recommended him to see a solicitor of my acquaintance. He did so and subsequently the police were told.

of companies gives a lead others will follow. Nobody would disagree with Mr. Colbran's comment that the only general solution is an end to inflation, and that this seems as far away as ever. But this is no reason to give up seeking a workable solution, even if at first it is thought to be workable for only a minority of company pension schemes.

Pensions

From Mr. S. Johnson. Sir.—My proposal (September 20) that companies should review pay and pensions simultaneously, was no more than an outline, a statement of principle. There would be many practical problems, and Mr. Colbran (September 25) touches on one or two of them.

Heritage

From the Honorary Secretary, Heritage in Danger. Sir.—May I underline the point made by Mr. Peter O'Connell in his report (September 27) on the announcement of the new £12.5m National Heritage Fund, that the Minister, Mr. Norman St. John Stevas, has won the crucial battle to ensure that works of art, historic houses and areas of great scenic beauty will continue to be accepted by the State in lieu of capital taxes.

Robots

From Mr. J. Brice. Sir.—Japan employs more automation and more robots than any other country and yet has the lowest unemployment percentage compared with any Western industrial nation. Is there not a lesson to be learned by the Association of Scientific, Technical and Managerial Staffs and many others? John M. Brice, Abbots Leigh, 6, Stoke Court Drive, Stoke Poges, Bucks.

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Broadcasting

From Mr. P. Tarrant. Sir.—Your article of September 26 was right to draw attention to the fundamental importance of the BBC foreign broadcasts. When we were in Corfu during the Turkish landings in Cyprus, our Greek friends insisted on listening to the BBC, though they claimed the news was being jammed. Nevertheless, they were still able to tune in and would trust no other source of news.

Plateau

From Mr. J. Robinson. Sir.—With reference to your lead article on September 26, I wonder if the officials at the Department of Employment who you quote have ever studied geography. Having descended steadily for two years I find it hard to believe that the numbers unemployed have now reached a plateau. The Chase Manhattan Bank, N.A., P & O Building, Leadenhall Street, EC3.

Congratulations to Frederick Forsyth on making 'The Devil's Alternative' a very good choice.



هكذا ان الذ حل

WORLD STOCK MARKETS

Companies and Markets

Wall St. falls 9 on Cuba fears

INVESTMENT DOLLAR PREMIUM \$2.60 to £1-36 1/2 (36%) Effective \$2.2026 15 1/2% SHARP LOSSES developed on Wall Street yesterday, when investors grew cautious following reports that President Carter planned a TV address about Cuba.

The Dow Jones Industrial Average fell 6.58 to 578.65, making a loss of 15.38 on the week. The NYSE All Common Index, at 582.34, shed 44 cents on the day and 64 cents on the week, while declines led advances by a two-to-one majority. Trading volume expanded 2.7m shares to 35.95m.

Analysts said news that Iran dismissed Hassan Nazih as head of National Iranian Oil Co., heightened concerns about possible reductions in Iranian oil exports.

The Stock Market took in stride an expected rise in the Prime Rate to 13 1/2 per cent from 13 per cent. The Commerce Department said the August Index of Leading Indicators was unchanged after a 0.2 per cent July fall.

PARIS - Generally slightly easier in active trading, with renewed Gold surge taking away some demand for French shares.

GERMANY - Mixed to slightly lower with turnover limited and Foreign interest nearly dried up.

SWITZERLAND - Mixed with a firmer bias following investor caution after sharp rise of Gold price and fall of dollar.

AMSTERDAM - Mostly higher with Unilever and Royal Dutch up 1.50 and 1.60 respectively.

BRUSSELS - Mostly higher, in more lively trading, Tractebel Elect up Frs 68 to 2,665.

FRIDAY'S ACTIVE STOCKS

NEW YORK Stock market data table with columns for Stock, Price, Change, and various international market indices.

Indices

NEW YORK-DOW JONES table showing various indices like Industrials, Home Bnds, Transport, Utilities, and Trading Vol.

Indices

Table showing various international indices including Canada, Australia, Hong Kong, and others.

CROSSWORD PUZZLE No. 4086

A price of 25 pence is given to each of the senders of the first three correct solutions...

Crossword puzzle grid with clues for Across and Down.

RACING BY DARE WIGAN

Rontino should win at Ascot today

IT IS A SAD disappointment for Mr. A. D. Sheehy, his owner, and for visitors to Ascot today, that Tap On Wood has been coughing and so is unable to resume rivalry with Kris in the Queen Elizabeth Stakes (2,300).

Table of Ascot race results including race numbers, names, and outcomes.

White Tap On Wood was sidelined by the virus, Kris went on his way rejoicing, annexing four races including the St. James's Palace Stakes at Royal Ascot.

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STOCK MARKETS

Large table of international stock market data including Germany, Australia, Paris, Stockholm, Copenhagen, Amsterdam, Milan, Tokyo, Switzerland, Vienna, and Oslo.

SOLUTION TO PUZZLE No. 4085

Crossword puzzle grid with solutions for Across and Down.

SOLUTION AND WINNERS OF PUZZLE No. 4080

Following are the winners of last Saturday's puzzle: Mrs. J. N. Rock, 2, Brunel Road, Oldbury, Warrley, West Midlands.

NOTES: Overseas prices exclude 5 p premium. Belgian dividends are after withholding tax.

FINANCIAL TIMES SURVEY

Saturday September 29 1979

Credit Cards

There has been a huge increase in the number of people using credit in the 1970s and the importance of credit cards to consumer spending patterns has become firmly established. The recent proliferation of cards issued by retailers has brought the cashless society closer than could have been imagined a year ago.

Key to Budget spending sprees

By David Churchill
Consumer Affairs Correspondent

THE CASELESS society has come a good deal closer in 1979 than might have been expected even a year ago. Although payment by credit card is still the exception rather than the rule, the impetus towards change has come this year from retailers anxious to provide their own credit cards for shoppers.

What started as a trickle of interest, with stores such as Marks and Spencer offering credit facilities, has become a flood with almost every major High Street retailer now offering a card available for use solely in their stores.

The speed with which the retail trade has embraced this move has taken many people within the financial and retail sectors by surprise. The main reason for this haste—apart from the general bandwagon effect—has been retailers' fears that the consumer boom conditions of the past 18 months are coming to an end. Providing easy to use credit facilities for regular customers

has the prime attraction of mitigating the effects of any cutback in consumers' disposable income.

The importance of credit cards in spending patterns has been shown by the latest figures from AGB Research company's Index. They suggest that in the few days between this year's Budget announcement and higher VAT rates and the implementation of these new rates in the shops, it was the credit card holders who were able to take advantage of the position to buy goods on credit at the lower VAT prices.

AGB says that between June 15 and 17, expenditures by credit card and retail store accounts were more than twice what would be expected if the buying patterns had been normal.

The growth of credit cards, in fact is one reason why the pre-Budget spending sprees in recent years have assumed record proportions and why retailers can now almost count on a Christmas-like trading period in the month before the Budget.

Yet it was not many years ago that possession of a credit card was regarded as very un-British, with suggestions that it was faintly immoral. Even now, a recent survey by the Office of Fair Trading found that three out of every five people surveyed admitted to being ashamed of using credit facilities.

The OFT survey also revealed that in spite of this embarrassment, there had been a massive increase in the number of people using credit during the 1970s. A survey in 1969 had shown that only 22 per cent of adults were using some type of credit, while by 1977 54 per cent were using credit facilities. The

main reason for the increase, according to the OFT, was the wider use of new forms of credit such as credit cards.

The credit card industry has now developed into three clear sectors, ranging from the banks' credit cards, Barclaycard and Access, through to the travel and entertainment type cards such as American Express and Diners Club, and now the newer form of retailers' credit cards.

Barclaycard, the first of the bank credit cards in the UK, has 4.6m cardholders while Access has just over 4m. However, a sizeable proportion of Barclaycard holders use their card only as a cheque guarantee card.

Guarantee

The object of bank credit cards—Barclay operates Barclaycard while the other three major clearing banks plus the Royal Bank of Scotland group, jointly own Access—is simply to lend people money. The higher the cardholders' debt—provided always that those consumers are regular payers of their interest—then so much the better.

About two-thirds of cardholders are understood not to settle their account in full when the bill is presented each month, with an estimated half of these using a credit card as a form of continuous credit. Estimates suggest that the average balance outstanding at the end of the month is about £160 on active cardholders' accounts, while the average credit limit is between £350 and £400. The average period of repayment is six to seven months.

According to Barclaycard, the typical user of its credit card is youngish, married with a family, owns a home, and has



a mortgage. While the majority of cardholders are male, Barclaycards tend to be used as much for family purchases as personal ones. The Barclaycard holder's wife probably runs her own car and the home is "reasonably well equipped." Barclaycard says that its cardholder "has a moderate amount of disposable income which enables him to afford many of the things he would like to have."

The travel and entertainment cardholder, however, is more typically a businessman travelling abroad frequently and entertaining in top restaurants. Diners Club cards, for example, are described as "a way of life for today's men on the move."

Unlike the banks' credit cards, travel and entertainment cards do not offer continuous credit. These cardholders have to pay an annual subscription to have use of the card. In return, the cardholder can pay bills up to a theoretically unlimited amount but he has to settle in full at the end of each month.

The companies involved make their money from membership fees and the commissions paid by outlets. They rely for their profits on keeping a comparatively low membership level with high spending per card and a low debt rate.

The newer type of credit cards—those which can be used only in certain retailers' outlets—are the most interesting development in recent years. Since many of the retail credit cards are operated either by Barclaycard or one of the banks in the Access consortium, on behalf of retailers, it is clear

that the banks are not too upset by the loss of potential business to their own credit cards.

In fact, the growth of retailers' credit cards has enabled the bank card companies to make inroads into stores where credit cards were not previously welcome. In addition, the companies have made a big breakthrough in persuading supermarket chains to accept their in-store credit cards for food and drink as well as the more expensive consumer durable items now sold in the larger superstores.

Retailers' credit cards differ from the other systems in that cardholders pay a regular sum each month which entitles them to a certain level of credit. They then pay back as much as they like each month, or else pay the interest charges on the outstanding credit balance.

While credit cards are obviously welcomed by most people as a sensible way of handling their finances, there exists an element of uncertainty over the availability of sensitive credit information and the possibility of being blacklisted on a computerised credit file.

Credit Data, which claims to be Britain's biggest credit services organisation—with more than 10m items of confidential credit information in its files—says that it has been operating at 99.9996 per cent accuracy over the last year. The company says that in handling more than 9m inquiries from the credit trade, it made only 21 mistakes. In the previous year the figure was 24.

Under the Consumer Credit Act, consumers who still feel concerned at the sort of information agencies such as

Credit Data have about them can write and ask if there is a file on them. Inquirers should send 25p to cover costs.

If the agency has a file on the inquirer, under the Act it must send a copy to the person concerned. If there is wrong information in it, the inquirer can insist on the file being corrected or, at the very least, require that the agency puts the objection on file.

Request

If a consumer is refused credit, then he also has a right to know the name and address of any credit reference agency contracted, provided that the request for this information is made in writing within a month.

Credit Data says that 8,534 people applied to see their files during the last 12 months, an increase of 11 per cent on the previous year. Nearly 150 applications were made by solicitors, 31 from advice bureaux, and only one from an MP.

Most of the applications made to Credit Data were because the inquirer said he had been refused credit. However, only 43 applications resulted in corrections being made to the file and of those, 22 were as a result of receiving wrong information from the courts.

In 2,739 cases—32 per cent—there was no information on file at all. In 841 cases, however, people added a note of explanation to their file for credit companies to take into account when considering their requests for credit facilities.

The Consumer Credit Act also imposed on the credit card companies just over a year ago when the companies volun-

CONTINUED ON NEXT PAGE

The cash crisis of 1950 that started Diners Club International.

In 1950, three American businessmen met for dinner in a downtown New York restaurant. At the end of the meal one of them reached for his wallet and found his pocket empty.

To avoid any recurrence of the situation, Frank McNamara came up with the concept of the charge card.

Initially the 'Diners Club Inc.' had

a mere 200 members and the card was accepted in 2 hotels and 27 New York restaurants. Today it is welcomed in over 150 countries by more establishments than any other charge card, including over 25,000 establishments in the UK.

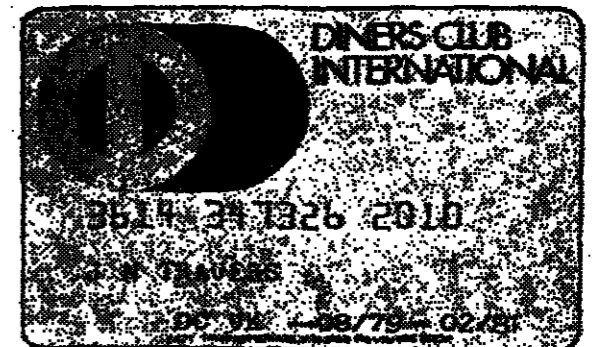
Diners was the first multi-purpose card. The first card to be accepted in the UK, South America, Europe, Asia and

Africa. The first card behind the Iron Curtain. And the first card to offer year-round personal accident insurance.

Today, more and more new members are finding Diners Club is the simplest, most convenient way to pay for travel, entertaining, shopping and all kinds of goods and services worldwide.

And there is no limit on your expenditure. Simply show your card and sign your name.

Diners Club offers you a quick, efficient, first-class service that will help you avoid any cash crises in the future.



Sign your way round the world.

I should like to know more about Diners Club International.
Please send me more information on Personal Membership
Please contact me concerning Corporate Membership

Name _____
Company (if applicable) _____
Address _____

Post to: Miss Sheila Farrin, Diners Club International,
Diners Club House, Kingsmead, Farnborough,
Hants. GU14 7SR. Tel: 0252 516261.



CREDIT CARDS II

Marketing war to win higher income groups

THE international marketing war between American Express and Diners Club for total possession of the commanding heights of the credit card business has taken on a new dimension over the last year or so with a revitalisation of Diners Club. American Express tends to assume that the battle is theoretical rather than actual, thanks to its strong position in important geographical areas, but Diners is determined to prove that there is room for two and that American Express need not necessarily become words synonymous with travel and entertainment.

Segmentation in the credit card business has become more marked over the years. The T & E cards (travel and entertainment), which in spite of the generic name in fact offer little in the way of credit, have themselves encouraged the division. They have eased themselves out of the high frequency, low price end of the business as far as possible—garages and grocery stores—and concentrated more on higher income groups tend-

ing to make more sizeable purchases where the credit card is a more convenient way of carrying funds than anything else.

Currency fluctuations, growing awareness of petty crime, increasing world travel, outlet nervousness about credit worthiness and a basic desire on the part of outlets to increase their business—all have contributed to the steady growth of the credit card market internationally. The fact that American Express can invest so heavily on television and direct mail campaigns indicates that even it considers that there is a great deal of growth left in the market.

Campaign

In assessing this potential it would be foolish to assume that annual income, or total wealth, is the only measure of a person's card-carrying potential and thus that the market was easily measurable—say everyone earning more than £6,000 a year. In fact income has a lower priority in member qualifications than

most people think. A stable lifestyle and a good credit record are rather more significant. A card holder with a lowish income but regular spending habits, perhaps assisted by an expense account, and a habit of paying promptly is vastly preferable to a £20,000 a year man saddled with mortgages and school fees who makes occasional big purchases and overlooks making his payments.

Contrary to the image cardholders tend not to spend thriftily using the card as a replacement for cash. The Diners Club average number of transactions last year was 15. American Express's expansion in the travel and entertainment card market has been remarkable and impressive over the years. The British advertising campaign may seem a little heavy handed at times, but it is early work. By careful definition of the business over the years Amex has passed over the brink of exclusivity. Perhaps the fact that Diners Club is not a single company operation has

been of help to Amex. In Britain national Westminster has a 33 per cent holding in Diners and there are similar "associated" deals in many parts of the world. This seems to have led to a patchy performance, with Britain being one of the brighter spots. Changes ranging from a revamped logo to a reorganised central management approach could change all this.

The basic reasons for the growth of the T & E card market, including the nervousness about having the right money at the right time, have also, of course, been the reasons for the concentration of card power on the two companies. The essential aspect of any international credit card is that it should be truly international. Obviously the start-up costs for any card system that attempted to rival the two majors now would be enormous and the potential losses huge.

But the T & E cards do not have to look only to their peers

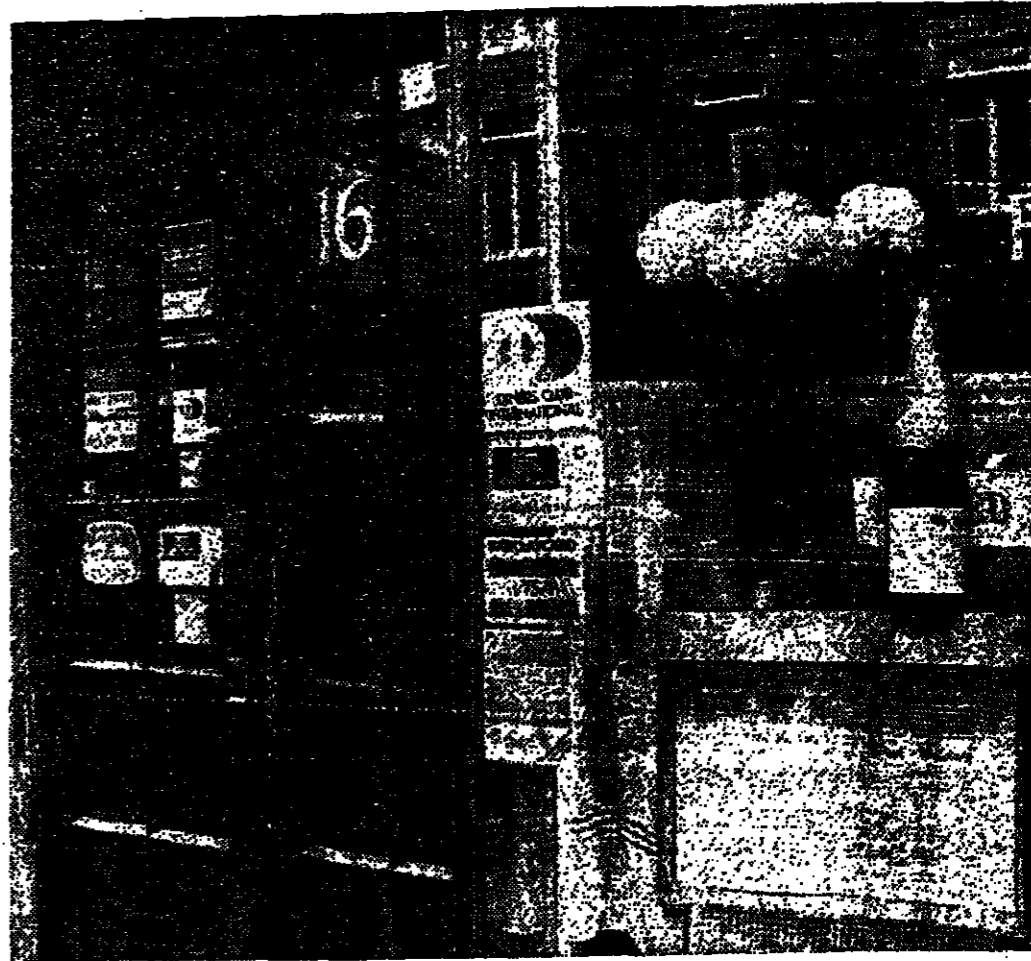
for competition. Just as the consumer cards face rivals in the form of in-house store cards, so the up-market operations see their business being nibbled at the sides by airline cards, hotel group cards and car rental credit operations. Some of these schemes offer discount advantages which cannot be provided by the card companies themselves.

Enthusiastic

A major area for competition is the business house. The card companies are enthusiastic about commercial accounts under which a number of nominated people within an organisation are given cards with their spending underwritten by their employers. For both sides this gives advantages. The card company's administrative work is lessened and its payment more assured. For the company taking on the cards it means a more accurate tally of executive spending can be maintained. The disadvantages are that a bad business debt can be considerably higher than a had personal debt for the card company, and, for the business house, it means that the sometimes distasteful task of credit control is sometimes landed in the laps of departmental managers when an executive runs a bit wild with his credit card.

Credit control, either in the vetting of potential card holders or in the supervision of the use of cards, is of course a crucial aspect of the T & E card business. In theory, the cards give unlimited credit to the holders, even if in practice telephone calls are made to ensure that someone who normally spends £50 a month is not suddenly buying a £250,000 yacht. At the same time the card companies are tied to fairly narrow margins and are not geared to maintain lengthy time payment accounts.

Opportunities for extensive additional earnings are limited. But the one major asset which the credit card companies



The use of credit cards to pay restaurant bills creates useful business for the highly-competitive card companies

possess, and make profitable use of, is, of course, their mailing lists. Access to a prestige list of guaranteed high spenders with good credit ratings is, naturally enough, invaluable to many manufacturers and retailers. The card companies obviously take advantage of this, but they have to be highly selective. Already the use of credit card lists for mailing shots is sufficiently extensive to provoke some protests by consumers. The shots can be both overt in the form of straightforward letters, to convert "special offers" that come with magazines and billings.

Although the T & E cards are now so far ahead of potential competition as to be able to feel fairly secure, there are other concerns for them. Economic recession carries with it the prospect of limiting the room for card holder recruitment, and increases the problems of credit control. At the same time international currency upsets can only further make the travelling businessman feel more secure with a piece of plastic, be it green, gold or blue and silver, than with a wad of notes of any currency.

Arthur Sandles

Spending spree

CONTINUED FROM PREVIOUS PAGE

partly—though reluctantly—gave in to pressure from the OPT to accept liability for faulty goods bought by customers with credit cards taken out before July 1, 1977. Until this change credit consumers who had become credit card holders after that date received much greater protection under the Act. Apart from restrictions imposed by Parliament—which includes a provision making it illegal to send someone a credit card that has not been asked for—the credit card industry is currently awaiting the publication of the Monopolies and Mergers Commission report on the supply of credit card franchise services. This investigation was begun

in summer 1977 and largely followed the problems caused by petrol stations discriminating against credit card customers. With the petrol shortages in the early summer this year, the problem flared up again with some garages refusing to accept credit cards although obliged to do so under their contract with the credit card companies. Although the Monopolies Commission investigation was started more than two years ago, its report has been delayed several times. The latest date for the Commission to send its report to the Trade Secretary is shortly before Christmas. Publication should follow sometime early next year.

Reticence about move to retail store cards

IT MAY seem like only yesterday, but it is now more than 13 years since Barclays Bank took the pioneering step of launching Barclaycard, Britain's first mainline credit card. Its how revolutionary the step was is fully emphasised by the fact that it took the other major banks more than six years to launch the competing Access card.

Today Barclays is in issue number 4.6m, of which over 3m are said to be active accounts. New card members are recruited at the rate of 40,000 a month, while average daily transactions by the total membership are said to be of the order of 250,000.

The comparative figures for Access are: cards in issue—just over 4m, of which over 1.5m are considered active; new card-members are recruited at the rate of 40,000 a month, while average daily transactions by the total membership are put at 500,000. This latter statistic explains the Access claim that it has become the largest credit card operation in the UK; the higher number of Barclaycards in issue is said to be explained by the fact that Barclaycard can and often is used for the purpose of a cheque guarantee card.

Despite the many similarities of the two credit card systems, the organisations which underlie them are fundamentally different. Barclaycard is owned entirely by Barclays Bank, whereas Access is operated through the Joint Credit Card Company by a group of banks which includes Lloyds, Midland, National Westminster and the Royal Bank of Scotland Group.

Cumbersome

With so many interested parties—each in competition with the others—it is hardly surprising that the Access organisation sometimes gives the impression of being somewhat less streamlined than Barclaycard. The structure appears cumbersome because each of the sponsoring bank groups is responsible for recruiting, vetting and supervising its own Access cardholders—even to the extent that a new card member from outside the Access banks has to be allocated either to the Lloyds, Midland, NatWest or Royal Bank groups.

Today, both Barclaycard and Access are interested in the development of cards issued by retail stores. Whereas Barclaycard has already instituted 17

such schemes under the brand name of Barclaycare, Access executives feel restricted in talking about their involvement. For example, Press inquiries over the matter are tactfully referred to individual sponsoring banks. What appears to be happening, however, is that each of the Access card issuing banks is developing its own "in-house" schemes—using the Joint Credit Card Company to provide the procedural back-up as necessary.

Looking back, it seems surprising that one of the other major card issuers did not anticipate or follow Barclaycard with its credit card. At Midland, in particular, it may well be regretted now that the world-famous Thomas Cook organisation, which became a Midland subsidiary in 1972, was not moved to issue a British alternative to American Express. Perhaps the problems which Midland uncovered when it moved in at Cooks were a factor in the decision not to become involved.

Despite the fact that the two credit card operations are well and truly established, Britain is still far from being the credit card society that the U.S. is often thought of. The current explosion in the use of in-house store cards will partially change

this, but the striking truth is that Britain is still largely an "unbanked" society, in the sense that 50 per cent of employees are still paid weekly and in cash. To this part of the population the credit card is to a great extent unknown. The position could change, however, if ideas currently being canvassed for employees to obtain their wages from on-site dispensing machines, using a plastic card, come to fruition. Such a transformation in traditional attitudes will not be easy to achieve, although the change would obviously have attractions for employers because it would eliminate the need to make up weekly wage packets.

The credit card scene cannot be looked on solely from a UK point of view. Card members increasingly rely upon their cards as a useful means for paying bills while in foreign travel. Both Access and Barclaycard are members of international credit card organisations—Mastercharge and Visa respectively—which seek to facilitate the use of individual member banks' cards on a worldwide basis.

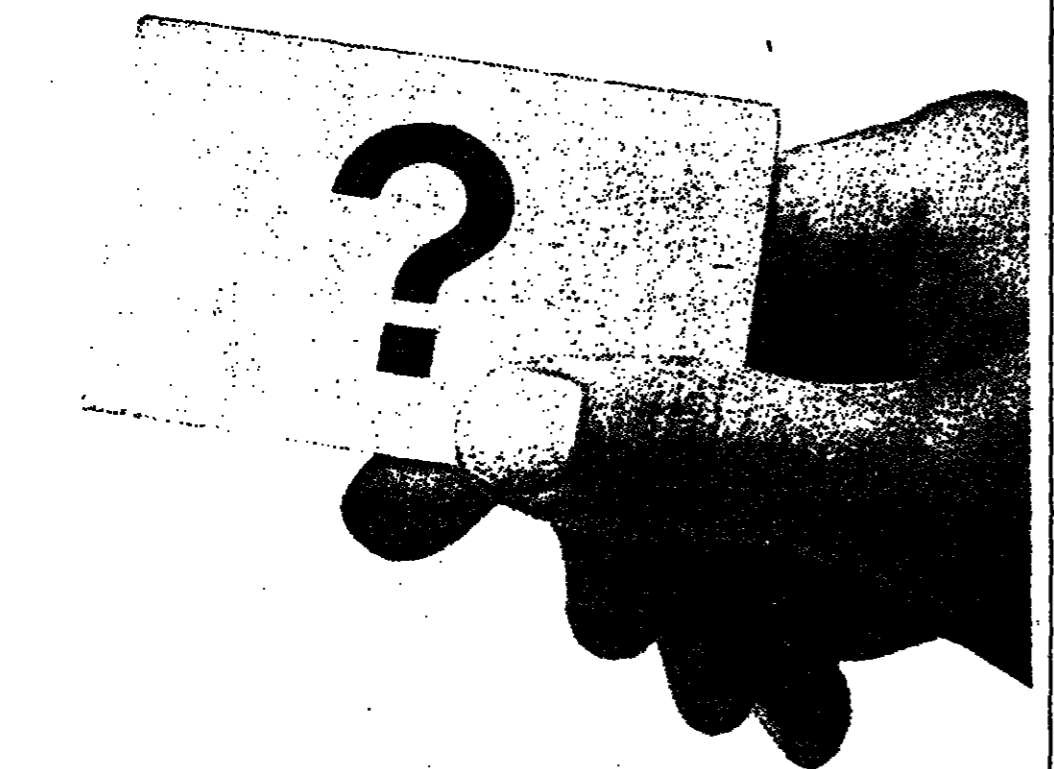
This process of internationalising the credit card is by no means as straightforward as it might seem, as the European row about Visa illustrates. The controversy seems to centre round Germany, and Deutsche Bank in particular. German bankers appear to believe that European banks ought to develop their own payment system, independently of the Americans—whom they regard as dominating the Visa organisation. The German banks have successfully prevented the encroachment of the international credit cards into their territory up to now, and they have convinced a number of bordering countries to take the same line.

Resolved

They seem to be far more interested in developing and preserving the Eurocheque cheque guarantee system. The issue came to a head a few years ago when Deutsche Bank took a particular exception to Barclays Bank joining with Visa an organisation which originated from the Bank of America group. There was talk for a time of Barclays having to withdraw from Eurocheque, but the issue was resolved to some extent at least when Barclays agreed to issue its customers with a separate Eurocheque guarantee card for use outside the UK. The number of these latter cards issued is very small, only 70,000—apparently justifying the Barclays decision to place more emphasis on Visa than Euro-cheque. Curiously, when a similar problem arose with the French banks and their Carte Bleu card the matter was resolved by having a card with two sides—one bearing the Visa insignia and the other the Eurocheque trade-mark.

Returning to the British scene, it is far from clear how profitable either Barclaycard or Access are. There are obvious problems in profit calculation in the case of both card systems, but suffice it to say that both are regarded as satisfactorily profitable. In Barclaycard's case, 1978 pre-tax profit is said to have comfortably exceeded £10m, on a turnover in excess of £800m, with average outstanding balances of £300m. Access has never revealed its figures, but one source admits that its profits are probably at least as good as those of Barclaycard.

Michael Lafferty



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CREDIT CARDS III

Retailers lead the way to the cashless society

OVER THE past year virtually every major High Street retailer has joined the credit card bandwagon and launched—or announced its intention of launching—its own credit card.

Since Marks and Spencer first launched its pilot credit scheme just over a year ago, others including Boots, Tesco, Woolworths, Habitat, Dixons and even the traditionalist Co-op, have launched their own credit cards under the auspices of one of the major banks or financial institutions.

The reasons for the rush into credit cards throughout 1979 are, with hindsight, relatively clear. But the speed with which High Street retailers have spearheaded the move towards the cashless society has taken most people by surprise.

Probably one of the main reasons for the speed with which credit cards have been embraced is the concern among the retailers that the consumer boom conditions of the past 18 months are now coming to an end. Thus one means of alleviating the fall in sales volume is to take finance for purchases—even everyday ones such as food and drink—easier for the customer to obtain.

Many retailers have flirted with the main consumer credit cards—Access and Barclaycard—in recent years as a means of financing large sales. But retailers have been reluctant to embrace these cards wholeheartedly for two main reasons. First, they have been unwilling to cut further into already tight gross profit margins by paying a commission charged by Access and Barclaycard on every transaction.

Secondly, such general credit cards do not have the advantage of linking a cardholder to a particular store. Persuading a customer to use one of the store's own credit cards means that customer loyalty is guaranteed since the cards cannot be used in other retail outlets.

This was always one of the reasons why the up-market department stores have long provided customers with credit facilities—mainly through monthly accounts (where the full amount has to be repaid each month) or through option accounts (similar to Access and Barclaycard) where interest is charged on the outstanding debt.

Who has changed over the past year has been the involvement of Access and Barclaycard (and others) in providing the operational expertise to run in-store credit facilities. Once it was realised that retailers were not going to embrace general credit cards wholeheartedly then the best solution seemed to be to let them have their own credit cards while allowing the specialist credit card companies to retain their operation.

Once the means to provide



High Street shopping: will the credit card make cash out of date?

low-cost credit cards became viable for retailers (self-financed in-house schemes such as those previously operated by department stores were expensive to run as they tied up working capital) then the effect was threefold. First, it led to their introduction in retail operations such as Woolworths which were traditionally regarded as down-market retail outlets. Second, it enabled small retail chains—such as the Snob menswear chain—to offer its own credit facilities.

Mistake

Third, it persuaded the supermarket groups to allow the use of credit cards for the purchase of food and drink. Previously the supermarket chains had steadfastly maintained that it would be a mistake to allow food and drink to be bought on credit on the basis that once these were consumed there was nothing for the credit company to repossess if payment were to be withheld.

However, the experience over the years of the credit card companies in the incidence of bad debts finally overcame such objections as the type of purchase was not found to be directly related to bad debts.

The type of in-store credit card that has proved most popular is the budget account card. Under this system, the customer is able to borrow up to some multiple—up to 24 times in many cases—of an agreed monthly payment. The minimum payment is usually at least 25 and there is often a maximum payment as well. Customers agree to pay off a certain amount each month, but there is nothing to stop customers paying off the whole amount.

With most cards interest is charged on a fixed date each month on the amount owed at the time. With a few cards the monthly interest is worked out on the amount owed each day.

The Marks and Spencer credit scheme is different from most others in that instead of signing a sales voucher when using a credit card, the customer has to write out a cheque from a special cheque book which has cheques already made payable to Marks and Spencer. Customers get an identity card which is used when making a purchase, in the same way as a cheque guarantee card is used. As well as paying interest on the amount owed, customers have to pay a fee of 10p for every cheque used.

The Marks and Spencer scheme is operated by Citibank Trust, although most of the other in-store credit cards are operated by three other main groups.

First, there is Barclaycard, which was set up over a year ago as the retail credit arm of Barclaycard. Barclaycard offers retailers the choice of either budget, option or term-accounting systems, including the issue of a credit card bearing the retailers' name. Barclaycard undertakes the complete running of the operation for a fee negotiated with the retailer.

Based at Barclaycard's Northampton operational centre, Barclaycard employs some of the data processing capabilities of Barclays Bank's computer associate, BARIC, and includes use of such facilities as credit vetting, card embossing and issuing, authorisation and mailing. Barclaycard has some 17 schemes in operation at present, ranging from the menswear chain Dunn & Co through to Habitat and International Stores.

Under the system operated by Access, Barclaycard's rival, each of the banks in the consortium competes for the business of providing retailers with a credit card scheme.

Thus the new Boots credit card scheme will be operated by National Westminster bank

using, according to Boots, systems similar to those developed for the Access credit card operation. The Midland Bank is operating the Tesco scheme, and Lloyds the Marley Homecare scheme.

Lloyds' retailing division is also to finance and administer a new credit scheme about to be launched for Toyota. The new scheme, known as the Toyota Service Club, enables Toyota car owners to pay for servicing and repairs with the credit card. Lloyds claim this is the first scheme to be provided by a major motor manufacturer.

The other major company involved in providing retail credit schemes—and one of the first to realise the potential in this market—is the Bradford-based Unicredit Finance, a subsidiary of the Provident Financial Group. The Woolworth credit card scheme is one of Unicredit's major clients.

A new system for the assessing of customers for credit is being planned by the Debenhams store group. Called Credit Point Scoring, it has been developed by Credit Data—a leading UK credit service company—in conjunction with a U.S. company Credit Management Associates.

Based on a combination of risk analysis techniques and actuarial assessments, the new points scoring method is claimed to be more flexible than Debenhams' present convention credit rating system.

Mr. Paul Brooks, chairman of analysing Debenhams' credit granting process to their customers and creditors, says we will be able to isolate perhaps up to 22 different factors affecting the payment of each account.

Credit Data estimates that by improving the overall quality of credit accounts granted, credit point scoring in some cases could mean a reduction of up to 30 per cent in bad debts.

Impartial advice on whether or not shoppers should take advantage of the plethora of plastic credit cards came recently from the Consumers' Association, publishers of Which? magazine. "If you're already got an Access or a Barclaycard, there's little point in getting a store card unless, for example, you shop regularly at a store which doesn't accept your card and you'd like to buy there on credit," says Which?

But Which? adds: "Before you get a store card, check the interest rates you will be charged. With some cards interest rates are higher than those currently being charged by Access and Barclaycard (though of course this could change). Also check how often you will get a statement and find out if the card pays you interest if you're in credit. And, of course, be careful you don't end up borrowing more than you can really afford."

David Churchill

WE HOLD ALL THE BEST CARDS.

Advertisement for UniCredit featuring a grid of various credit cards (Vallances, Telfusion Limited, Ladyline, Happy Fashion, Alexandre, etc.) and a form for requesting more information.

A few card tricks everyone should know.

Advertisement for Access credit cards featuring illustrations of a person juggling bills, a person relaxing with a TV, and a person balancing a budget, with accompanying text explaining the benefits of the Access system.

Tax doubts on company cards

A COMPANY credit card is certainly a convenience for a senior executive. Just as certainly the Inland Revenue would regard his use of it as providing him "benefits in kind" on which he should be taxed.

When the Revenue issued its recent discussion paper on cars the paragraphs dealing with petrol were carefully worded, and significant. "The provision of petrol and oil for an employee's private motoring in a company car is unquestionably a benefit, and fiscal equity points to charging it to tax—by whatever means it is provided."

A few lines earlier the Revenue had admitted, however, that "the method used by the employer to pay for the petrol may determine whether or not the employee is liable to be charged to tax on it."

The basic tax charge at the scale rate applies to the availability of a car, where that individual is not prevented from making use of it for private purposes but does in fact use it for business use. The wording of the legislation refers only to the availability of "a car." It does not distinguish between cars with ever replenished petrol tanks and those without.

One company supplying a "card" service seeks to avoid this by providing specifically that its card has nothing to do with credit—that it is a simply three-way contract between garage, employer and card company, excluding the employee. Whether or not the Revenue accepts this is unclear.

Distinct from the question of taxability, but equally unclear, is a second question. This concerns the Revenue's ability to find out what is happening.

very different principles of taxation applies.

Whenever an employer gives cash to an employee, or meets his "pecuniary obligation," his munificence is taxable on that employee. It is here that the contractual relationship between the employer, the credit card company, the employee and the garage, where the third of those parties uses his employment company's card to fill his tank?

One view is that the garage contracts only with the credit card company and on this footing the employee is at no point in any contractual relationship with the garage and can therefore have no pecuniary obligation which needs later to be met.

Debt

The contrary view is that it is incorrect in both common sense and in law to think that the employee can avoid a contractual relationship, or that he does not therefore owe money to the garage. On this footing, his use of the company's credit card is precisely and exactly an arrangement under which his employer settles his debt.

Employers are required to show on their annual return of benefits and expenses, (Form P11 D), the amount of those benefits "arising from the use of credit cards" (including any held in the employer's name). But if the Revenue are not statutorily able to tax the petrol, then it is not a "benefit."

Taxpayers and their advisers generally dislike uncertainties in tax law, and as indicated above, there is little certainty about the petrol position. The Revenue's views appear to be that the employee's use of a credit card does not provide him with an escape route out of a tax charge.

When we turn from petrol to other goods and services which the card holder can acquire, the position is clearer. A tax liability arises except in those areas in which the employee can establish that his outlay was incurred wholly, exclusively and necessarily in the course of his employment.

If he uses his employer's card for airline travel on business, the travel expenses is theoretically taxable on him, in the first instance. The second stage is his claim for his "deduction" of that same amount. It generally seems a bit of bureaucratic nonsense but it has been the law's requirement since 1948.

Credit cards are a great convenience for the executive on his travels. The accounts later submitted to his employer by the credit card company are also an assistance for the accurate recording of the transactions. Tax savings are almost certainly not in point, but acrimony between tax inspectors and employees seems easier to avoid.

David Wainman



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BRITISH FUNDS (743)

Table listing various British funds with columns for fund names and their respective values.

Table listing international funds and bank stocks, including sections for 'FOREIGN STOCKS (1)', 'CORPORATION STOCKS—FOREIGN', and 'BANKS (136)'.

Table listing public boards and other financial instruments, including 'PUBLIC BOARDS (6)' and 'FREE OF STAMP DUTY'.

Table listing various commodities and other financial products, including 'COMMODITIES' and 'FREE OF STAMP DUTY'.

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Stock Exchange dealings

Thursday, September 27
Wednesday, September 26
Tuesday, September 25
Monday, September 24
Friday, September 21
Thursday, September 20

The list below gives the prices which bargains were done by members of the Stock Exchange and records in marked Thursday's Stock Exchange Daily Official List. For these reasons, we show the latest markings recorded on the distinguished by the date and the distinguished by the date and the distinguished by the date...

Table of stock exchange dealings with columns for stock names and prices.

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Variable demand for equipment defended by Tombs

BY JOHN LLOYD
The National Economic Development Office, depended on a stable market for electricity, which had not been the case in recent years. Public sector purchases of goods and services last year had amounted to £7bn, or 14 per cent of the Gross Domestic Product. Nearly 30 per cent of these purchases had been supplied by other nationalised industries. The electricity supply industry in England and Wales had spent £3.8bn on plant and equipment, of which £2.4bn went on fuel, last year. "Quite often this interdependence indicates a need to establish a correct relationship between a monopoly supplier on the one hand and a monopoly buyer on the other, as for example, for the kind of coal used in power stations. Each 1 per cent rise in the pithead price of coal adds £17m to the supply industry's costs and only a part of this can be absorbed through improved thermal efficiency of generation."

Over-spending not held to prejudice election result

AN ELECTION COURT in Peterborough yesterday turned down a petition from a defeated Labour candidate for a bye-election. The court declared the election result to be valid because the candidate's Conservative opponent had over-spent on his campaign. Mr. Jack Farrel, who lost his seat by 100 votes, claimed that the over-spending of campaign expenses by almost £120 gave Mr. Jeremy Roberts, his Conservative opponent, an unfair advantage in winning his seat during the district elections in May. The money was used to meet postal charges to send out election leaflets. The Tory agent, Miss Chantal van Ackere, aged 28, subsequently resigned after admitting liability because of a mathematical error. Both she and Mr. Roberts were granted relief by the court which met outside...

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Table listing various financial instruments and their prices, including 'SINGAPORE' and 'CINEMAS'.

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EUROPEAN OPTIONS EXCHANGE

Table of European options exchange with columns for Series, Vol., Oct., Last, Jan., Last, Apr., Last, Stock.

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FINANCIAL TRUSTS (28)

UNIT TRUSTS (10)

MINES

MISCELLANEOUS (112)

PROPERTY (58)

SEPT 27

SEPT 28

SEPT 29

SEPT 30

GAS (7)

INSURANCE (156)

INVESTMENT TRUSTS (127)

WEST AFRICAN (7)

FOREIGN RAILWAYS

SEPT 27

SEPT 28

SEPT 29

SEPT 30

LOCAL AUTHORITY BOND TABLE

WEST AFRICAN (7)

FOREIGN RAILWAYS

SEPT 27

SEPT 28

SEPT 29

BUILDING SOCIETY RATES

RULE 163 (1) (e)

SEPT 27

SEPT 28

CURRENCY MOVEMENT

EURO-CURRENCY INTEREST RATES

UK CONVERTIBLE STOCKS 28/9/79

CURRENCY MONEY and GOLD

UK MONEY MARKET
Bank of England Minimum
Lending Rate 14 per cent

EXCHANGES AND BULLION
Trading in yesterday's foreign
exchange market was predictably
quiet ahead of the week-end and

Gold rose to a record closing
level in generally featureless
trading on September 28.

OTHER MARKETS

SEPT 27

SEPT 28

SEPT 29

SEPT 30

SEPT 27

SEPT 28

SEPT 29

SEPT 30

* Rates normally variable in line with changes in ordinary share rates.
† Includes 0.25% Centenary Bonus throughout 1979.
All these rates are after basic rate tax liability has been taken on behalf of the investor.

LONDON STOCK EXCHANGE

Companies and Markets

Subdued end to eventful week in market with exception of Golds which rose strongly before easing late

ACCOUNT DEALING DATES

First Declara- Last Account Dealings Date... 21 Oct. 15 Oct. 15 Oct. 15 Oct. 15 Oct. 15 Oct. 15

Gold shares continued to dominate stock markets which opened closed the first leg of a so far erratic account on a rather subdued note.

after-hours in the absence of any announcement regarding a replacement short put issue.

Leading shares were firm a shade harder at the opening but prices were inclined to ease on the lack of follow-through support which in turn prompted sporadic end-week profit-taking.

Reports that China is ready to apply for IMF membership rekindled hopes that the country could give priority to overseas debt repayment, a view which led to fresh support of Chinese bonds.

HK & Shanghai up

Features were few and far between in the banking sector, but Hong Kong and Shanghai rose 9 to 167p on an eastern rise in the major clearing influences.

Engineering leaders moved within narrow limits and final quotations were little altered on the day. Elsewhere, the majority of movements were against holders.

Stylo Shoes good

A resurgence of speculative buying on revived bid hopes helped Stylo move sharply forward in shoes to touch a 187p peak of 245n before closing a net 35 up on the day at 240p.

Secondary issues provided the main points of interest in the Stores sector. Following press comment, Waring and Gillow put on seven to 147p and H. Samuel A advanced four to 192p.

Euro Ferries down

Already a dull market earlier this week following the sharp contraction in interim profits, European Ferries took a further turn for the worse yesterday in falling to a 1979 low of 111p before closing 91 down on the day and 21 easier on the week at 141p on an offer.

Following Dalgety's announcement that its offer for Splitters will not be increased, the latter slipped 2 to 44p. Elsewhere in irregular flows, William Morris eased 3 to 162p on second thoughts about Thursday's halftimer, but gains of around 4 were seen in Unigate, 111p, and Linford, 159p.

Gold up again

The mining market enjoyed one of its best weeks for some time following the continuing upwards spiral in both precious and base-metal prices.

South African Golds registered heavy gains all week as the bullion price shot up to test the \$400 an ounce mark. The latter closed yesterday at \$398 up 25.50 on the day and \$28.50 on the week.

Oil shares end a lively and firm week on a rather subdued note.

British Petroleum drifted off to 1280p before recovering to close unaltered at 1250p, while Shell also closed unchanged at 385p after being a few pence lower. Secondary issues to give ground included Siebens (UK), 8 down at 286p, and Ultramar 4 cheaper at 340p.

Shipments provided several good features. Graig went out at 520p up 75p, on rumours that Cluff Oil had increased its stake in the company. Lyle responded to the interim results with a rise of 12 to 215p, while Press mentioned stimulated demand for 2.

Shipments provided several good features.

Among Financial Traders, Charterhouse closed unaltered at 58p following acquisition news and the announcement of a 53m placing.

Garbrie stood out in generally easier transactions with a rise of 18 to 580p following London buying.

Oil shares end a lively and firm week on a rather subdued note.

Oil shares ended a lively and firm week on a rather subdued note. The strength of metal prices coupled with the agreed BH week - reflecting the bullish South-Couzin Rio-Tinto merger price.

Tins showed Geever 15 better at a 1979 high of 168p following persistent speculative buying. Elsewhere, the more American Standard lifted Inverce 25 to a 1978 high of 31p-up 9p on the high of 260p.

Financial Times Stock Indices table showing various indices like Government Securities, Fixed Interest, Industrial, etc. with values for Sept 27, 28, 29 and year ago.

Highs and Lows table showing high and low prices for various stock groups like Govt. Sec., Fixed Int., Ind. Ord., etc.

Rises and Falls table showing up and down movements for various stock groups like Govt. Sec., Fixed Int., Ind. Ord., etc.

Monthly Averages of Stock Indices table showing average values for September, August, July, and June for various indices.

LONDON TRADED OPTIONS table with columns for Option, Ex'tra Closing price, Vol., Closing offer, Vol., Closing offer, Vol., etc.

ACTIVE STOCKS table with columns for Denomina, No., Closing price, Change, 1979 high, 1979 low.

NEW HIGHS AND LOWS FOR 1979 table with columns for NEW HIGHS (113) and NEW LOWS (119).

OPTIONS table with columns for DEALING DATES, Last, Declara, Settlement, etc.

RECENT ISSUES table with columns for Issue, Price, High, Low, etc.

EQUITIES table with columns for Issue, Price, High, Low, etc.

FIXED INTEREST STOCKS table with columns for Issue, Price, High, Low, etc.

"RIGHTS" OFFERS table with columns for Issue, Price, High, Low, etc.

FIXED INTEREST YIELDS table with columns for Issue, Yield, High, Low, etc.

FIXED INTEREST YIELDS table with columns for Issue, Yield, High, Low, etc.

FIXED INTEREST YIELDS table with columns for Issue, Yield, High, Low, etc.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS & SUB-SECTIONS table with columns for Index No., Day's Change, etc.

FIXED INTEREST YIELDS table with columns for Issue, Yield, High, Low, etc.

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Renunciation date usually last day for dealing free of stamp duty. Figures based on prospectus estimates. Assumed dividend and yield. Forecast dividend: cover based on previous year's earnings. Dividend and yield based on prospectus or other official estimates for 1979. Figures assumed. Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. Placing: price to public. Placed unless otherwise indicated. Issued by tender. Issued by public subscription. Issued by way of capitalisation. Issued by way of capitalisation. Issued in connection with reorganisation, merger or takeover. Issued in connection with takeover preference holders. Allotment letters (if applicable). Issued to partly-paid statement holders. With warrants. Unlisted security. Issued in units comprising 2 income shares and 10 capital shares at 125p per unit.

مركز الأمل

AUTHORISED UNIT TRUSTS

Table listing various authorized unit trusts with columns for name, manager, and other details.

INSURANCE & PROPERTY FUNDS

Table listing insurance and property funds with columns for name, manager, and other details.

OFFSHORE & O'SEAS FUNDS

Table listing offshore and overseas funds with columns for name, manager, and other details.

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Table listing offshore and overseas funds with columns for name, manager, and other details.

NOTES: Please do not include... information regarding the unit trusts.

NOTES: Please do not include... information regarding the insurance and property funds.

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FT SHARE INFORMATION SERVICE

Managers of Commercial Property Knight Frank & Rutley

BRITISH FUNDS

Table of British Funds with columns for Name, Shares, Price, and Yield.

Over Fifteen Years

Table of funds with performance over fifteen years.

Over Ten Years

Table of funds with performance over ten years.

Over Five Years

Table of funds with performance over five years.

Over Two Years

Table of funds with performance over two years.

Over One Year

Table of funds with performance over one year.

Over Six Months

Table of funds with performance over six months.

Over Three Months

Table of funds with performance over three months.

Over One Month

Table of funds with performance over one month.

Over One Week

Table of funds with performance over one week.

Over One Day

Table of funds with performance over one day.

Over One Hour

Table of funds with performance over one hour.

Over One Minute

Table of funds with performance over one minute.

FOREIGN BONDS & RAILS

Table of Foreign Bonds & Rails with columns for Country, Name, Price, and Yield.

BANKS & HP—Continued

Table of Banks & HP with columns for Name, Price, and Yield.

AMERICANS

Table of American stocks with columns for Name, Price, and Yield.

BEERS, WINES AND SPIRITS

Table of Beers, Wines and Spirits with columns for Name, Price, and Yield.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of Building Industry, Timber and Roads with columns for Name, Price, and Yield.

CANADIANS

Table of Canadian stocks with columns for Name, Price, and Yield.

BANKS AND HIRE PURCHASE

Table of Banks and Hire Purchase with columns for Name, Price, and Yield.

CHEMICALS, PLASTICS—Cont.

Table of Chemicals, Plastics with columns for Name, Price, and Yield.

ENGINEERING—Continued

Table of Engineering with columns for Name, Price, and Yield.

DRAPERY AND STORES

Table of Drapery and Stores with columns for Name, Price, and Yield.

ELECTRICALS

Table of Electricals with columns for Name, Price, and Yield.

FOOD, GROCERIES—Cont.

Table of Food, Groceries with columns for Name, Price, and Yield.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for Name, Price, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrials (Miscellaneous) with columns for Name, Price, and Yield.

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Table of Chemicals, Plastics with columns for Name, Price, and Yield.

ENGINEERING MACHINE TOOLS

Table of Engineering Machine Tools with columns for Name, Price, and Yield.

FOOD, GROCERIES, ETC.

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INDUSTRIALS—Continued

Table of industrial stocks including Anglo TV, Associated, Biff, and others with columns for stock name, price, and change.

INSURANCE—Continued

Table of insurance stocks including Anglo Life, Associated, and others with columns for stock name, price, and change.

PROPERTY—Continued

Table of property stocks including Anglo, Associated, and others with columns for stock name, price, and change.

INVESTMENT TRUSTS—Cont.

Table of investment trusts including Anglo, Associated, and others with columns for stock name, price, and change.

FINANCE, LAND—Continued

Table of finance and land stocks including Anglo, Associated, and others with columns for stock name, price, and change.

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MINES—Continued AUSTRALIAN

Table of Australian mines stocks including Anglo, Associated, and others with columns for stock name, price, and change.

TINS

Table of tins stocks including Anglo, Associated, and others with columns for stock name, price, and change.

COPPER

Table of copper stocks including Anglo, Associated, and others with columns for stock name, price, and change.

MISCELLANEOUS

Table of miscellaneous stocks including Anglo, Associated, and others with columns for stock name, price, and change.

RUBBERS AND SISALS

Table of rubber and sisal stocks including Anglo, Associated, and others with columns for stock name, price, and change.

TEAS

Table of tea stocks including Anglo, Associated, and others with columns for stock name, price, and change.

INDIA AND BANGLADESH

Table of India and Bangladesh stocks including Anglo, Associated, and others with columns for stock name, price, and change.

SRI LANKA

Table of Sri Lanka stocks including Anglo, Associated, and others with columns for stock name, price, and change.

AFRICA

Table of Africa stocks including Anglo, Associated, and others with columns for stock name, price, and change.

CENTRAL RAND

Table of Central Rand stocks including Anglo, Associated, and others with columns for stock name, price, and change.

EASTERN RAND

Table of Eastern Rand stocks including Anglo, Associated, and others with columns for stock name, price, and change.

FAR WEST RAND

Table of Far West Rand stocks including Anglo, Associated, and others with columns for stock name, price, and change.

O.F.S.

Table of O.F.S. stocks including Anglo, Associated, and others with columns for stock name, price, and change.

FINANCE

Table of finance stocks including Anglo, Associated, and others with columns for stock name, price, and change.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks including Anglo, Associated, and others with columns for stock name, price, and change.

CENTRAL AFRICAN

Table of Central African stocks including Anglo, Associated, and others with columns for stock name, price, and change.

LEISURE

Table of leisure stocks including Anglo, Associated, and others with columns for stock name, price, and change.

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Table of motors and cycles stocks including Anglo, Associated, and others with columns for stock name, price, and change.

Commercial Vehicles

Table of commercial vehicles stocks including Anglo, Associated, and others with columns for stock name, price, and change.

Components

Table of components stocks including Anglo, Associated, and others with columns for stock name, price, and change.

Garages and Distributors

Table of garage and distributor stocks including Anglo, Associated, and others with columns for stock name, price, and change.

SHIPPING

Table of shipping stocks including Anglo, Associated, and others with columns for stock name, price, and change.

SHOES AND LEATHER

Table of shoes and leather stocks including Anglo, Associated, and others with columns for stock name, price, and change.

SOUTH AFRICANS

Table of South African stocks including Anglo, Associated, and others with columns for stock name, price, and change.

TEXTILES

Table of textile stocks including Anglo, Associated, and others with columns for stock name, price, and change.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publisher stocks including Anglo, Associated, and others with columns for stock name, price, and change.

PAPER, PRINTING

Table of paper and printing stocks including Anglo, Associated, and others with columns for stock name, price, and change.

PROPERTY

Table of property stocks including Anglo, Associated, and others with columns for stock name, price, and change.

TOBACCOS

Table of tobacco stocks including Anglo, Associated, and others with columns for stock name, price, and change.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land stocks including Anglo, Associated, and others with columns for stock name, price, and change.

INSURANCE

Table of insurance stocks including Anglo, Associated, and others with columns for stock name, price, and change.

NOTE: Unless otherwise indicated, prices and percentage changes are based on latest annual reports available.

* High and Low prices shown have been adjusted to allow for rights issues.

† Interim dividend increased or revised.

‡ Interim dividend reduced, revised or deferred.

§ Dividend in non-recurring applications.

¶ Dividend in arrears.

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